

OTSEGO COUNTY CAPITAL RESOURCE
CORPORATION

FINANCIAL STATEMENTS

Years Ended December 31, 2017 and 2016

OTSEGO COUNTY CAPITAL RESOURCE CORPORATION

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Deborah L. Mostert, CPA
Anthony T. Manzanero, CPA
Dennis J. Scott, CPA

INDEPENDENT AUDITORS' REPORT

Board of Directors
Otsego County Capital Resource Corporation
Oneonta, New York

Report on Financial Statements

We have audited the accompanying financial statements of Otsego County Capital Resource Corporation ("OCCRC") which comprise of the statements of net position as of December 31, 2017 and 2016, and the related statements of revenues, expenses and changes in net position and cash flows for the years then ended and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

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

Auditors' Responsibility

Our responsibility is to express opinions 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 audit to obtain reasonable assurance about whether the financial statements are free from material misstatements.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' 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 OCCRC'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 OCCRC'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 opinions.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the respective financial position of OCCRC as of December 31, 2017 and 2016, and the respective changes in financial position and 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 on Pages 3 – 5 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, and 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.

Other Information

Our audit was conducted for the purpose of forming an opinion on OCCRC's financial statements as a whole. The schedule of supplemental bond and note information and the schedule of full-time equivalent (FTE) jobs created and retained in the other financial information section are presented for purposes of additional analysis and are not a required part of the financial statements, but are supplemental information that are required by the Office of New York State Comptroller. The schedules are the responsibility of management and were derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. Such 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.

Other Reporting Required by *Government Auditing Standards*

In accordance with *Government Auditing Standards*, we have also issued our report dated April 19, 2018 on our consideration of OCCRC's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering OCCRC's internal control over financial reporting and compliance.

Mistert, Manzanero & Scott, LLP

Oneonta, New York
April 19, 2018

OTSEGO COUNTY CAPITAL RESOURCE CORPORATION

MANAGEMENT'S DISCUSSION AND ANALYSIS

Year Ended December 31, 2017

Otsego County Capital Resource Corporation ("OCCRC") was created pursuant to Section 1411 of the Not-For-Profit Corporation Law of the State of New York, as amended (the "Enabling Act"). Pursuant to the provisions of the Enabling Act, Revenue Ruling 57-187 and Private Letter Ruling 200936012, the Board of Representatives of Otsego County, New York (the "County") adopted a resolution on October 1, 2008 (the "Sponsor Resolution") (A) authorizing the incorporation of the Issuer under the Enabling Act, and (B) appointing the initial members of the board of directors of the Issuer. On October 15, 2008, a certificate of incorporation was filed with the New York Secretary of State's Office (the "Certificate of Incorporation") creating the Issuer as a public instrumentality of the County.

OCCRC is authorized and empowered by the provisions of the Enabling Act to relieve and reduce unemployment, promote and provide for additional and maximum employment, to better maintain job opportunities, lessen the burdens of government and act in the public interest, and in carrying out the aforesaid purposes and in exercising the powers conferred in the Enabling Act, the Enabling Act declares that the Issuer will be performing essential governmental functions.

To accomplish its stated purposes, OCCRC is authorized and empowered under the Enabling Act to acquire real and personal property; to borrow money and issue negotiable bonds, notes and other obligations therefore; to lease, sell, mortgage or otherwise dispose of or encumber any of its real or personal property upon such terms as it may determine; and otherwise to carry out its corporate purposes in the territory in which the operations of the Issuer are principally to be conducted.

As the financial management of OCCRC we offer readers of these financial statements this narrative overview and analysis of the financial activities for OCCRC for the fiscal year ended December 31, 2017. This discussion and analysis is designed to assist the reader in focusing on the significant financial issues and activities and to identify any significant changes in financial position. OCCRC encourages its readers to consider the information presented here in conjunction with the financial statements taken as a whole.

Budget

OCCRC budgets its operating income and expenses each year. OCCRC's primary source of income is generated through fees for services related to Tax Exempt Bond Financing.

Expenses for OCCRC comprise mostly of general corporation operations including corporate insurance policies and notifications related to various bond issuances, and project and site-development related expenses. OCCRC does not have direct employees. Administrative and clerical support is provided by the staff of the County of Otsego Industrial Development Agency (COIDA).

OCCRC strictly adheres to financial procedures and requirements of New York State General Municipal Law, Article 18A, and its own bylaws, as audited by our accountants, Mostert, Manzanero & Scott, LLP.

Overview of the Financial Statements

This discussion and analysis accompanies OCCRC's financial statements, including notes to the financial statements and the reports on compliance and internal control to help the reader better understand the financials.

OTSEGO COUNTY CAPITAL RESOURCE CORPORATION

MANAGEMENT'S DISCUSSION AND ANALYSIS

Year Ended December 31, 2017

Financial Statements

OCCRC's financial statements provide readers with a comprehensive reporting of OCCRC's 2017 and 2016 transactions and balances. The difference between the assets and liabilities are reported as net position. Increases or decreases in net position are indicators of a strengthened or weakened financial position.

Notes to the Financial Statements

The notes to the financial statements provide additional information that is essential to a full understanding of the data provided in the basic financial statements.

Financial Analysis

Operating revenues for fiscal year 2017 and 2016 consisted entirely of bond and bond application fees. Operating expenses produced an increase in net position of \$34,389. At the close of fiscal year 2017, OCCRC had a net position of \$596,719, an increase of 6.13% over the prior year, which was attributable to bond financing activity.

Accomplishments

The principal activities of OCCRC during 2017 involved regular New York State compliance, and working with a regional not-for-profit, Springbrook, with successful completion of the issuance of \$10 million in tax-exempt bonds.

Economic Factors

2017 continued to be a difficult economic environment, on the global, national and local levels. Commercial lending continued to lag, hampering the access to capital many businesses need for growth and stability. However, historic low interest rates created a market for local Not-for-Profits to continue to finance and refinance debt associated with expansion projects. The following is a 2017-2015 comparative summary of OCCRC financial statements, showing the increase in net position:

<u>NET POSITION</u>	<u>2017</u>	<u>2016</u>	<u>2015</u>
Current assets	<u>\$ 596,719</u>	<u>\$ 576,123</u>	<u>\$ 655,416</u>
Total assets	596,719	576,123	655,416
Current liabilities	<u>-</u>	<u>13,854</u>	<u>-</u>
Net position	<u>\$ 596,719</u>	<u>\$ 562,269</u>	<u>\$ 655,416</u>

OTSEGO COUNTY CAPITAL RESOURCE CORPORATION

MANAGEMENT'S DISCUSSION AND ANALYSIS

Year Ended December 31, 2017

<u>CHANGES IN NET POSITION</u>	<u>2017</u>	<u>2016</u>	<u>2015</u>
Operating revenues	\$ 127,382	\$ 22,315	\$ 633,350
Operating expenses	<u>(92,993)</u>	<u>(115,524)</u>	<u>(484,760)</u>
Operating income (loss)	34,389	(93,209)	148,590
Non-Operating revenue	<u>61</u>	<u>62</u>	<u>147</u>
Net income (loss) from operations	34,450	(93,147)	148,737
Net position – Beginning of year	<u>562,269</u>	<u>655,416</u>	<u>506,679</u>
Net position – End of year	<u>\$ 596,719</u>	<u>\$ 562,269</u>	<u>\$ 655,416</u>

Requests for Information

Questions concerning any of the information provided in this report or requests for additional financial information should be addressed to Jody Zakrevsky, Otsego County Capital Resource Corporation, 189 Main Street, Suite 500, Oneonta, New York 13820.

OTSEGO COUNTY CAPITAL RESOURCE CORPORATION

STATEMENTS OF NET POSITION

December 31, 2017 and 2016

<u>ASSETS</u>	<u>2017</u>	<u>2016</u>
Current assets:		
Cash and cash equivalents	\$ 596,719	\$ 576,123
Total current assets	<u>596,719</u>	<u>576,123</u>
 Total assets	 <u>596,719</u>	 <u>576,123</u>
 <u>LIABILITIES AND NET POSITION</u>		
Deferred inflows of resources:		
Unearned revenue	-	13,854
Total current liabilities	<u>-</u>	<u>13,854</u>
 Net position:		
Unrestricted	<u>596,719</u>	<u>562,269</u>
 Total net position	 <u>\$ 596,719</u>	 <u>\$ 562,269</u>

See accompanying notes.

OTSEGO COUNTY CAPITAL RESOURCE CORPORATION

STATEMENTS OF REVENUES, EXPENSES
AND CHANGES IN NET POSITION

Years ended December 31, 2017 and 2016

	<u>2017</u>	<u>2016</u>
Operating revenues:		
Bond and application fees	\$ 127,382	\$ 22,315
Total operating revenues	<u>127,382</u>	<u>22,315</u>
Operating expenses:		
Audit fees	2,400	2,400
Insurance	2,828	2,857
Office expense	15	-
Professional fees	72,500	110,000
Bond issuance costs	-	267
Economic development - Grants	<u>15,250</u>	<u>-</u>
Total operating expenses	<u>92,993</u>	<u>115,524</u>
Operating income (loss)	34,389	(93,209)
Non-operating revenues:		
Interest income	<u>61</u>	<u>62</u>
Net income (loss)	34,450	(93,147)
Net position - Beginning of year	<u>562,269</u>	<u>655,416</u>
NET POSITION - END OF YEAR	<u><u>\$ 596,719</u></u>	<u><u>\$ 562,269</u></u>

See accompanying notes.

OTSEGO COUNTY CAPITAL RESOURCE CORPORATION

STATEMENTS OF CASH FLOWS

Years ended December 31, 2017 and 2016

	2017	2016
Cash flows from operating activities:		
Cash received from bond application fees	\$ -	\$ 200
Cash received from annual bond fees	8,260	35,969
Cash received from bond closing fees	105,268	-
Payments for professional fees	(74,900)	(112,400)
Payments for economic program support	(15,250)	-
Other operating payments	(2,843)	(3,124)
NET CASH PROVIDED BY (USED IN)		
OPERATING ACTIVITIES	<u>20,535</u>	<u>(79,355)</u>
Cash flows from investing activities:		
Interest and earnings	<u>61</u>	<u>62</u>
NET CASH PROVIDED BY INVESTING		
ACTIVITIES	<u>61</u>	<u>62</u>
NET INCREASE (DECREASE) IN CASH	20,596	(79,293)
Cash and cash equivalents - Beginning of year	<u>576,123</u>	<u>655,416</u>
Cash and cash equivalents - End of year	<u><u>\$ 596,719</u></u>	<u><u>\$ 576,123</u></u>
Reconciliation of operating income to net cash		
provided by (used in) operating activities:		
Net operating income (loss)	\$ 34,389	\$ (93,209)
Changes in operating assets and liabilities:		
(Decrease) increase in unearned revenue	<u>(13,854)</u>	<u>13,854</u>
NET CASH PROVIDED BY (USED IN)		
OPERATING ACTIVITIES	<u><u>\$ 20,535</u></u>	<u><u>\$ (79,355)</u></u>

See accompanying notes.

OTSEGO COUNTY CAPITAL RESOURCE CORPORATION

NOTES TO FINANCIAL STATEMENTS

Year Ended December 31, 2017

NOTE 1 ORGANIZATION

Otsego County Capital Resource Corporation (“OCCRC”) is a New York State Corporation organized under New York State Not-for-Profit Corporation Law and is located in Oneonta, New York. OCCRC’s mission is to assist local economic development efforts by promoting community and economic development and the creation of jobs in non-profit and for profit institutions. OCCRC provides access to low interest tax-exempt and non tax-exempt financing for eligible projects in Otsego County. Currently OCCRC does not administer any direct business assistance. Otsego County is the sole member of the corporation.

NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Presentation and Accounting

OCCRC follows enterprise fund reporting. Enterprise funds are proprietary funds used to account for business-like activities provided to the general public. All enterprise funds are accounted for using the accrual basis of accounting. Revenues are recognized when they are earned, and expenses are recognized when they are incurred.

Proprietary funds distinguish operating revenues and expenses from non-operating items. Operating revenues and expenses generally result from providing services in connection with a proprietary fund’s principal ongoing operations. The principal operating revenues of OCCRC’s enterprise fund is bond fees. Operating expenses for the enterprise fund includes bond issuance costs and administrative expenses. All revenues and expenses not meeting this definition are reported as non-operating revenues and expenses.

The basic financial statements of OCCRC have been prepared in conformity with accounting principles generally accepted in the United States of America (U.S. GAAP) as applied to government units. The Governmental Accounting Standards Board (GASB) is the accepted standard setting body for establishing governmental accounting and financial reporting principles. The more significant of OCCRC’s accounting policies are described below.

Income Tax

OCCRC is a governmental instrumentality of Otsego County under IRS revenue ruling 57-128 and therefore pursuant to Section 115 of the Internal Revenue Code is exempt from filing income tax returns. No provision for income taxes has been provided in the financial statements.

Statements of Cash Flows

For the purpose of the statements of cash flows, OCCRC considers all cash to be unrestricted and restricted cash accounts, including demand accounts.

OTSEGO COUNTY CAPITAL RESOURCE CORPORATION

NOTES TO FINANCIAL STATEMENTS

Year Ended December 31, 2017

NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Cont'd.)

Use of Estimates

The preparation of financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions. This affects the reported amounts of assets and liabilities and disclosures of contingent assets and liabilities at the date of the financial statements, as well as the reported amounts of revenue and expenditures during the reporting periods. Actual results could differ from those estimates.

Contributed Facilities and Services

OCCRC with the consent of the Board of Directors of the County of Otsego Industrial Development Agency (COIDA) is authorized to use and share COIDA employees, facilities, and equipment and may reimburse COIDA an agreed upon proportion of the compensation or costs of the services provided.

Component Unit

Management has evaluated the provisions of Government Accounting Standards Board Statement No. 61 - *The Financial Reporting Entity* and has determined they are not a component unit of COIDA.

Unearned Revenues

Unearned revenues arise when potential revenues do not meet both the measurable and available criteria for recognition in the current period. Unearned revenues also arise when resources are available by OCCRC before it has legal claim to them. In subsequent periods, when both recognition criteria are met, or when OCCRC has legal claim to resources, the liability for unearned revenue is removed and revenues are recognized.

Net Position

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

- a. Invested in Capital Assets – Consists of capital assets including restricted capital assets, net of accumulated depreciation.
- b. Restricted – Consists of net assets with constraints on the use either by (a) external groups such as creditors, grantors, contributors, laws or regulations of other governments, or (b) laws through constitutional provisions or enabling legislation.
- c. Unrestricted – All other net assets that do not meet the definition of “invested in capital assets” or “restricted.”

Subsequent Events

OCCRC has evaluated subsequent events through April 19, 2018, which is the date these financial statements were available to be issued.

OTSEGO COUNTY CAPITAL RESOURCE CORPORATION

NOTES TO FINANCIAL STATEMENTS

Year Ended December 31, 2017

NOTE 3 CASH AND CASH EQUIVALENTS

New York State statutes require that collateral be pledged for demand deposits, time deposits, and certificates of deposit at 100% of deposits not covered by the Federal Deposit Insurance Corporation (FDIC). Obligations that may be pledged as collateral are obligations of the U.S. Treasury and its agencies, obligations of the state and its municipalities, school district debt, irrevocable letters of credit and surety bonds issued by state authorized insurance companies. All OCCRC funds were fully insured with the FDIC or collateralized as of December 31, 2017 and 2016.

NOTE 4 RELATED PARTIES

OCCRC and COIDA are related through common board members and management. In 2017, OCCRC made economic development grants in the amount of \$15,250 to COIDA. No economic development grants were made for the year ended December 31, 2016.

An active board member of OCCRC is also the chief executive officer of the organization associated with the 2017 issuance of \$10,500,000 in tax exempt bond financing.

NOTE 5 UNEARNED REVENUES

There were no unearned revenues for the year ended December 31, 2017. Unearned revenues for the year ended December 31, 2016 consisted of annual bond issuance fees received in advance of their January 1, 2017 due date.

NOTE 6 REVENUE BONDS

OCCRC facilitates the issuance of tax-exempt and non-tax-exempt revenue bonds and notes. The bonds and notes are not the obligations of OCCRC or the State of New York. OCCRC does not record the assets or liabilities resulting from completed bonds and notes issued in its accounts, since its primary function is to arrange the financing between the borrowing companies and the bond and note holders, and the funds arising therefrom are controlled by trustees or banks acting as fiscal agents. For providing this service, OCCRC receives bond administration fees from the borrowing organizations. This administrative fee income is recognized immediately upon issuance of bonds and notes. During the year ended December 31, 2017, OCCRC facilitated the issuance of three tax exempt multi-made variance rate revenue bonds and received bond issuance fees of \$105,267 along with annual bond and application fees of \$22,115. During the year ended December 31, 2016, OCCRC did not engage in any bond or note financing. However, OCCRC received \$22,315 in annual bond and application fees during 2016.

OTSEGO COUNTY CAPITAL RESOURCE CORPORATION
SCHEDULE OF SUPPLEMENTAL BOND AND NOTE INFORMATION

Year ended December 31, 2017

Purchaser	Issuee	Issue Date	Price	Rate	Balance	Due Date
RBS Citizens Corp.	Springbrook Inc. Portlandville, NY 13834 Series 2010A Bond Purpose: Construction	09/24/10	\$ 25,195,000	2.63%	\$ 21,735,877	08/01/35
Key Bank	Templeton Foundation Oneonta, NY 13820 Series 2007A Bond Purpose: Refunding	12/01/11	11,980,000	1.49%	8,300,000	09/01/27
Key Bank	Mary Imogene Bassett Hospital Cooperstown, NY 13326 Series 2011B Bond Purpose: Refunding	11/03/11	19,200,000	1.49%	13,430,000	09/01/27
Key Bank	Mary Imogene Bassett Hospital Cooperstown, NY 13326 Series 2011A Bond Purpose: Expansion/Facility upgrade	11/03/11	25,000,000	1.49%	19,395,000	09/01/28
RBS Citizens Corp.	Springbrook, Inc. Portlandville, NY 13824 Series 2012A Bond Purpose: Real Estate Acquisition	07/25/12	2,500,000	1.79%	2,054,811	07/01/32
BNY Mellon	Mary Imogene Bassett Hospital Cooperstown, NY 13326 Series 2015A Bond Purpose: Refunding/Expansion/Facility upgrade	08/27/15	23,600,000	2.14%	18,421,437	08/01/25

<u>Purchaser</u>	<u>Issue</u>	<u>Issue Date</u>	<u>Price</u>	<u>Rate</u>	<u>Balance</u>	<u>Due Date</u>
Morgan Stanley & Co	Hartwick College Oneonta, NY 13820 Series 2015A	04/23/15	39,585,000	3.00%	38,315,000	10/01/45
Bond Purpose:	Refunding/Expansion/Facility upgrade					
Citizens Funding Corp	Springbrook Inc. Portlandville, NY 13834 Series 2017A	03/27/17	\$ 5,550,000	2.85%	\$ 5,550,000	03/01/43
Bond Purpose:	Construction					
Citizens Funding Corp	Springbrook Inc. Portlandville, NY 13834 Series 2017B	03/27/17	\$ 500,000	4.00%	\$ - *	04/01/22
Bond Purpose:	Construction					
Citizens Funding Corp	Springbrook Inc. Portlandville, NY 13834 Series 2017C	03/27/17	\$ 4,450,000	4.00%	\$ - *	08/01/44
Bond Purpose:	Construction					

KEY

* Bonds issued in 2017, no drawdowns taken by year end

See auditors' report.

OTSEGO COUNTY CAPITAL RESOURCE CORPORATION

SCHEDULE OF FULL-TIME EQUIVALENT (FTE) JOBS
CREATED AND RETAINED

Year ended December 31, 2017

	<u># of FTE Employees at Project Location before IDA Status</u>		<u>Original Estimate of Jobs to be Created</u>	
Issue:				
Springbrook, Inc. 2010 \$25M	365	Portlandville	180	
Templeton Foundation - 2011 refinance	-	*	-	
Mary Imogene Bassett Hospital - 2011 refinance	2,311		-	
Mary Imogene Bassett Hospital - 2011 \$25M	-	**	10	
Mary Imogene Bassett Hospital - 2015 \$23.6M	-	**	-	
Hartwick College - 2015 refinance	415		-	
Springbrook, Inc. 2012A RE purchase	-	***	-	***
Springbrook, Inc. 2017A Construction	-	***	-	***
	<u>3,091</u>		<u>190</u>	

KEY

* RE holding for Bassett Hospital

** Included in Bassett Hospital - 2011 refinance number

*** Included in Springbrook, Inc - 2010 number

See auditors' report.

<u>Original Estimate of Jobs to be Retained</u>	<u># of Current FTE Employees</u>	<u># of FTE Jobs Created During Fiscal Year</u>	<u># of FTE Jobs Retained During Fiscal Year</u>
365	389 Portlandville	14	365
-	- *	-	-
2,311	3,164	3	2,311
- **	- **	-	- **
- **	- **	-	- **
415	303	4.00	299
- ***	- ***	- ***	- ***
- ***	- ***	- ***	- ***
<u>3,091</u>	<u>3,856</u>	<u>21</u>	<u>2,975</u>

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Dennis J. Scott, CPA

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

Board of Directors
Otsego County Capital Resource Corporation
Oneonta, New York

We have audited in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of Otsego County Capital Resource Corporation ("OCCRC") which comprise the statements of net position as of and for the year ended December 31, 2017, and the related statements of revenues, expenses and changes in net position and cash flows as of and for the year then ended, and the related notes to the financial statements, and have issued our report thereon dated April 19, 2018.

Internal Control over Financial Reporting

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

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

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

MEMBERS: American Institute of Certified Public Accountants,
New York State Society of Certified Public Accountants, National Conference of CPA Practitioners

Compliance and Other Matters

As part of obtaining reasonable assurance about whether OCCRC's financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

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

A handwritten signature in black ink that reads "Mistert, Manzanero & Scott, LLP". The signature is written in a cursive, flowing style.

Oneonta, New York
April 19, 2018