# FINANCIAL STATEMENTS

Years Ended December 31, 2018 and 2017

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Deborah L. Mostert, CPA Anthony T. Manzanero, CPA Mary E. Manzanero, CPA David E. Brownell, 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, 2018 and 2017, 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, 2018 and 2017, 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 March 28, 2019 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.

Mostert, Manzanero & Scott, LSP

Oneonta, New York March 28, 2019

#### MANAGEMENT'S DISCUSSION AND ANALYSIS

Year Ended December 31, 2018

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, 2018. 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.

#### MANAGEMENT'S DISCUSSION AND ANALYSIS

Year Ended December 31, 2018

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## **Financial Statements**

OCCRC's financial statements provide readers with a comprehensive reporting of OCCRC's 2018 and 2017 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 2018 and 2017 consisted entirely of bond and bond application fees. Operating revenues produced an increase in net position of \$384,612. At the close of fiscal year 2018, OCCRC had a net position of \$981,331, an increase of 64.5% over the prior year, which was attributable to bond financing activity.

## **Accomplishments**

The principal activities of OCCRC during 2018 involved regular New York State compliance, and working with a regional not-for-profit, the Templeton Foundation, with successful completion of the issuance of \$12 million in tax-exempt bonds as well as the issuance of \$60.55 million in tax-exempt bonds for the Mary Imogene Bassett Hospital.

#### **Economic Factors**

2018 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 2018-2016 comparative summary of OCCRC financial statements, showing the increase in net position:

NET POSITION	2018	2017	2016
Current assets	<u>\$ 981,331</u>	\$ 596,719	\$ 576,123
Total assets	981,331	596,719	576,123
Current liabilities			13,854
Net position	<u>\$ 981,331</u>	<u>\$ 596,719</u>	<u>\$ 562,269</u>

# MANAGEMENT'S DISCUSSION AND ANALYSIS

Year Ended December 31, 2018

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CHANGES IN NET POSITION	2018	2017	2016
Operating revenues Operating expenses Operating income (loss)	\$ 389,540 (4,994) 384,546	\$ 127,382 (92,993) 34,389	\$ 22,315 (115,524) (93,209)
Non-Operating revenue	66	61	62
Net income (loss) from operations	384,612	34,450	(93,147)
Net position – Beginning of year	596,719	562,269	655,416
Net position – End of year	\$ 981,331	\$ 596,719	\$ 562,269

# **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.

# STATEMENTS OF NET POSITION

December 31, 2018 and 2017

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<u>ASSETS</u>	2018	2017
Current assets:		
Cash and cash equivalents	\$ 978,867	\$ 596,719
Prepaid insurance	2,464	-
Total current assets	981,331	596,719
Total assets	981,331	596,719
LIABILITIES AND NET POSITION		
Net position:		
Unrestricted	981,331	596,719
Total net position	\$ 981,331	\$ 596,719

# STATEMENTS OF REVENUES, EXPENSES AND CHANGES IN NET POSITION

Years Ended December 31, 2018 and 2017

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	2018		2017	
Operating revenues:				
Bond and application fees	\$	389,540	\$	127,382
Total operating revenues		389,540		127,382
Operating expenses:				
Audit fees		2,500		2,400
Insurance		2,464		2,828
Office expense		30		15
Professional fees		-		72,500
Economic development - Grants		-		15,250
Total operating expenses		4,994		92,993
Operating income		384,546		34,389
Non-operating revenues: Interest income		66		61
Net income		384,612		34,450
Net position - Beginning of year		596,719		562,269
NET POSITION - END OF YEAR	\$	981,331	\$	596,719

# STATEMENTS OF CASH FLOWS

Years Ended December 31, 2018 and 2017

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		2018		2017
Cash flows from operating activities:				
Cash received from bond application fees	\$	1,000	\$	-
Cash received from annual bond fees		25,790		8,260
Cash received from bond closing fees		362,750		105,268
Payments for professional fees		-		(74,900)
Payments for economic program support		-		(15,250)
Other operating payments		(7,458)		(2,843)
NET CASH PROVIDED BY OPERATING				
ACTIVITIES		382,082		20,535
Cash flows from investing activities:				
Interest and earnings		66		61
NET CASH PROVIDED BY INVESTING				
ACTIVITIES		66		61
NET INCREASE IN CASH		382,148		20,596
Cash and cash equivalents - Beginning of year		596,719		576,123
Cash and cash equivalents - End of year	\$	978,867	\$	596,719
Reconciliation of operating income to net cash				
provided by operating activities:				
Net operating income	\$	384,546	\$	34,389
Changes in operating assets and liabilities:	Ψ	301,310	Ψ	3 1,307
Increase in prepaid insurance		(2,464)		_
Decrease in unearned revenue		(2,101)		(13,854)
NET CASH PROVIDED BY OPERATING				(13,037)
ACTIVITIES	\$	382,082	\$	20,535

#### NOTES TO FINANCIAL STATEMENTS

Year Ended December 31, 2018

## \_\_\_\_\_

## 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 Status

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 highly liquid debt instruments purchased with a maturity of three months or less to be cash equivalents.

#### NOTES TO FINANCIAL STATEMENTS

Year Ended December 31, 2018

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## 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.

### **Prepaid Expenditures**

Certain payments to vendors reflect costs related to future accounting periods and are recorded as prepaid items.

#### Net Position

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

- a. <u>Invested in Capital Assets</u> Consists of capital assets including restricted capital assets, net of accumulated depreciation.
- b. <u>Restricted</u> 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. <u>Unrestricted</u> 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 March 28, 2019, which is the date these financial statements were available to be issued.

#### NOTES TO FINANCIAL STATEMENTS

Year Ended December 31, 2018

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#### 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, 2018 and 2017.

#### NOTE 4 RELATED PARTIES

OCCRC and COIDA are related through common board members and management. There were no economic development grants issued to COIDA in 2018. In 2017, OCCRC made economic development grants in the amount of \$15,250 to COIDA.

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 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 years ended December 31, 2018 and 2017, OCCRC facilitated the issuance of two and three tax exempt multi-mode variance rate revenue bonds and received bond issuance fees of \$362,750 and \$105,267, respectively along with annual bond and application fees of \$26,790 for 2018 and \$22,115 for 2017.

\* \* \* \* \* \* \* \* \* \* \* \* \* \*

# SCHEDULE OF SUPPLEMENTAL BOND AND NOTE INFORMATION

## Year Ended December 31, 2018

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Purchaser	Issuee	Issue Date	Price	Rate	Balance	Due Date
RBS Citizens Corp.  Bond Purpose:	Springbrook Inc. Portlandville, NY 13834 Series 2010A Construction	09/24/10	\$ 25,195,000	3.49%	\$ 20,953,015	08/01/35
Bond 1 dipose.	Construction					
RBS Citizens Corp.	Springbrook, Inc. Portlandville, NY 13824 Series 2012A	07/25/12	2,500,000	1.79%	1,957,332	07/01/32
Bond Purpose:	Real Estate Acquisition					
Morgan Stanley & Co	Hartwick College Oneonta, NY 13820 Series 2015A	04/23/15	39,585,000	3.00%	37,645,000	04/23/46
Bond Purpose:	Refunding/Expansion/Facility upgrade					
Citizens Funding Corp  Bond Purpose:	Springbrook Inc. Portlandville, NY 13834 Series 2017A Construction	03/27/17	5,550,000	2.85%	5,445,131	03/01/43
•						
M & T Trust Company	Templeton Foundation Oneonta, NY 13820 Series 2018A	11/09/18	12,000,000	1.49%	12,000,000	11/01/38
Bond Purpose:	Refunding					
M & T Trust Company	Mary Imogene Bassett Hospital Cooperstown, NY 13326 Series 2018A	11/09/18	60,550,000	3.00%	60,490,000	11/01/38
Bond Purpose:	Refunding					

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

Year Ended December 31, 2018

	# of FTE Emp at Project Loc before IDA S	Original Estimate of Jobs to be Created		
Issuee:				
Springbrook, Inc. 2010 \$25M	365	Portlandville	180	
Mary Imogene Bassett Hospital - 2018 \$60M	2,311		11	
Hartwick College - 2015 refinance	415		-	
Springbrook, Inc. 2012A RE purchase	-	*	-	*
Springbrook, Inc. 2017A Construction		*		*
	3,091		191	_

# **KEY**

<sup>\*</sup> Included in Springbrook, Inc - 2010 number

	# of	# of FTE	# of FTE
Original Estimate of	Current FTE	Jobs Created	Jobs Retained
Jobs to be Retained	Employees	During Fiscal Year	<b>During Fiscal Year</b>
265	202 D 4	1 211 4	265
365	393 Portlan	dville 4	365
2,311	3,339	33	2,311
415	292	11	281
_ *	_ *	_ *	_ *
*	*	*	*
3,091	4,024	<u>48</u>	2,957

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Certified Public Accountants

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, 2018, 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 March 28, 2019.

## **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.

Mistert, Manzarero & Scott, LSP

Oneonta, New York March 28, 2019