AUDITED FINANCIAL STATEMENTS

WYOMING COUNTY BUSINESS CENTER, INC.

DECEMBER 31, 2021

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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors Wyoming County Business Center, Inc. Warsaw, New York 14569

Report on the Audit of the Financial Statements

Opinion

We have audited the financial statements of the Wyoming County Business Center, Inc. (the Center), as of and for the years ended December 31, 2021 and 2020, and the related notes to the financial statements which collectively comprise the Center's basic financial statements as listed in the table of contents.

In our opinion, the accompanying financial statements referred to above present fairly, in all material respects, the respective financial position of the Center as of December 31, 2021 and 2020, and the respective changes in financial position, and, its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America (GAAS) and the standards applicable to financial audits contained in *Government Auditing Standards* (GAS), issued by the Comptroller General of the United States. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Center, and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management 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 and for 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.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Center's ability to continue as a going concern for twelve months beyond the financial statement date, including any currently known information that may raise substantial doubt shortly thereafter.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS and *Government Auditing Standards* will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with GAAS and Government Auditing Standards, we

- exercise professional judgment and maintain professional skepticism throughout the audit.
- identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- obtain an understanding of internal control relevant to the audit 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 Center's internal control. Accordingly, no such opinion is expressed.
- evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Center's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control-related matters that we identified during our audit.

Required Supplementary Information

Management has omitted the management's discussion and analysis that accounting principles generally accepted in the United States of America require to be presented to supplement the basic financial statements. Such missing 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. Our opinion on the basic financial statements is not affected by this missing information.

Other Reporting Required by Government Auditing Standards

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In accordance with *Government Auditing Standards*, we have also issued our report dated March 21, 2022, on our consideration of the Center'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 solely 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 the effectiveness of the Center's 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 the Center's internal control over financial reporting and compliance.

Batavia, New York March 21, 2022



WYOMING COUNTY BUSINESS CENTER, INC. STATEMENTS OF NET POSITION DECEMBER 31,

	2021		2020	
ASSETS				
Current assets:				
Cash and cash equivalents	\$	243,509 \$	233,529	
Cash and cash equivalents - restricted		· •	5,354	
Investments - certificates of deposit		200,221	200,000	
Accounts receivable		1,100	1,100	
Accrued interest receivable		15	-	
Notes receivable		97,523	133,313	
Total current assets		542,368	573,296	
Noncurrent assets:				
Computer equipment		2,524	2,524	
Less: accumulated depreciation		(2,524)	(2,524)	
Fixed assets, net		-	_	
Land held for investment		2,000	-	
Notes receivable, net		312,629	277,135	
Total assets		856,997	850,431	
LIABILITIES				
Accounts payable		444	434	
Unearned revenue		10,637	11,437	
Total liabilities		11,081	11,871	
NET POSITION				
Restricted		-	5,354	
Unrestricted	_	845,916	833,206	
Total net position	\$	845,916 \$	838,560	

WYOMING COUNTY BUSINESS CENTER, INC. STATEMENTS OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION FOR THE YEARS ENDED DECEMBER 31,

	2021	2020	
Operating revenues:			_
Wyoming County	\$ 56,000	\$ 70,000	
Interest income on notes receivable	7,094	3,233	
Business accelerator program revenue	-	6,000	
Micro HUD program revenue	1,000	900	
Fast Trac program revenue	15,200	9,040	
Recovery of bad debt	2,346	3,673	
Total operating revenues	81,640	92,846	
Operating expenses:			
Management and general:			
Administrative fees	6,000	6,000	
Conferences and training	75	· -	
Dues and subscriptions	360	443	
Insurance	402	383	
Marketing	7,501	9,276	
Office expense	318	1,130	
Professional fees	3,512	8,659	
Website maintenance	362	-	
Program services:	002		
Administrative fees	14,000	14,000	
Bad debts	4,816	14,000	
Business accelerator academy	4,022	1,519	
Business mentorship program	4,216	1,519	
	11,540	- 6 770	
FastTrac program	11,540	6,779 23	
Meeting and travel			
Professional fees	7,143	7,278	
Special projects	15,791	23,779	
Total operating expenses	80,212	79,269	_
Operating income	1,428	13,577	
Nonoperating revenues:			
Interest income	328	4,202	
Grant income - CARES Act	3,600		_
Total nonoperating revenues	3,928	4,202	_
Operating income before capital contributions	5,356	17,779	
Capital contribution	2,000	<u> </u>	_
Change in net position	7,356	17,779	
Net position - beginning of year	838,560	820,781	_
Net position - end of year	\$ 845,916	\$ 838,560	_

		2021		2020
Cash flows from operating activities:				
Receipts from Wyoming County	\$	56,000	\$	70,000
Receipts from programs		15,400		15,840
Interest income on notes receivable		7,079		3,592
Issuance of notes receivable		(130,000)		(204,000)
Repayments of notes receivable		127,826		48,670
Payments to service providers and suppliers		(75,386)		(81,625)
Net cash provided (used) by operating activities		919		(147,523)
Cash flows from noncapital financing activities:				
Operating grant		3,600		-
Net cash provided by noncapital financing activities		3,600		
Cash flows from investing activities:				
Interest income		328		4,202
Purchase of certificate of deposit		(200,221)		(200,000)
Proceeds from sale of certificate of deposit		200,000		126,434
Net cash provided (used) by investing activities		107		(69,364)
Net increase (decrease) in cash and cash equivalents		4,626		(216,887)
Cash and cash equivalents - beginning of year		238,883		455,770
Cash and cash equivalents - end of year	\$	243,509	\$	238,883
Reconciliation of operating income to net cash				
provided (used) by operating activities:				
Operating income	\$	1,428	\$	13,577
Adjustment to reconcile operating income to				
net cash provided (used) by operating activities		>		
(Increase) decrease in accrued interest receivable		(15)		359
(Increase) in notes receivable, net		296		(159,003)
Increase (decrease) in accounts payable		10		(2,356)
(Decrease) unearned revenue		(800)	_	(100)
Net cash provided (used) by operating activities	\$	919	\$ <u></u>	(147,523)
Reconciliation of Unrestricted and Restricted Cash				
and Cash Equivalents:	•	0.40 =00	Φ.	000 500
Cash and cash equivalents	\$	243,509	\$	233,529
Cash and cash equivalents - restricted		242 502	_	5,354
Total	*	243,509	»—	238,883

NOTE 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

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

A. REPORTING ENTITY

The Wyoming County Business Center, Inc. (the Center) is a New York State Corporation organized under New York State Not-For-Profit law and is located in Warsaw, New York. The Center is dedicated to economic development services including, business retention and expansion, business attraction marketing, entrepreneurship development, micro lending and other community-based economic development activities.

The WCBC North, LLC. is a blended component unit of the Center, of which the Center is the sole member. The Center formed WCBC North, LLC in 2019 for the purpose of revitalization of a property in Arcade, NY. WCBC North, LLC is a blended component unit of the Center and, therefore, the activity is included within the presentation of the Center's financial statements. Land held for investment, donated by Wyoming County in November 2021, amounted to \$2,000.

The Center has related party relationships with Wyoming County Industrial Development Agency (the Agency) and Wyoming County Business Assistance Corporation (the Loan Corporation). All three entities are managed by the same personnel and share the same business objective which is economic development within Wyoming County.

B. BASIS OF PRESENTATION

The Center distinguishes operating revenues and expenses from nonoperating items. Revenues from grants, interest on loans, and administrative fees are reported as operating revenues. All expenses related to operating the Center are reported as operating expenses.

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

C. MEASUREMENT FOCUS AND BASIS OF ACCOUNTING

The financial statements of the Center are reported using the economic resources measurement focus and the accrual basis of accounting. Revenues are recorded when earned and expenses are recorded at the time liabilities are incurred, regardless of when the related cash transaction takes place. Nonexchange transactions, in which the Center gives or receives value without directly receiving or giving equal value in exchange, includes grants. Revenue from grants is recognized in the fiscal year in which all eligibility requirements have been satisfied.

D. INCOME TAXES

The Center does not believe that it has any uncertain tax positions, and has not recorded any unrecognized tax benefits or liability or penalties or interest.

E. CASH, CASH EQUIVALENTS AND INVESTMENTS

The Center's cash and cash equivalents consists of cash on hand, demand deposits, and certificate of deposits with original maturities of three months or less from date of acquisition. Investments consist of certificates of deposit with maturities of less than one year and are stated at amortized cost.

F. NOTES RECEIVABLE

Notes receivable are presented net of an allowance for uncollectible accounts. The Center maintains an allowance for estimated uncollectible accounts which is based on an analysis of potential bad debts. Notes are written off when, in management's judgement, no legal recourse is available to collect the amount owed.

G. INSURANCE

The Center is exposed to various risks of loss related to torts, theft of, damage to, and destruction of assets, personal injury liability, and natural disasters. These risks are covered by commercial insurance purchased from independent third parties. Judgments and claims are recorded when it is probable that an asset has been impaired or a liability has been incurred and the amount of loss can be reasonably estimated. Settled claims from these risks have not yet exceeded commercial insurance coverage.

H. FIXED ASSETS

Property and equipment is stated at cost. Depreciation has been provided for using the straight-line method over the estimated useful life of the assets. All assets were fully depreciated as December 31, 2021 and 2020.

I. UNEARNED REVENUE

The Center reports unearned revenue on its statements of net position. Unearned revenue arises when a potential revenue does not meet both the measurable and available criteria for recognition in the current period. Unearned revenue also arises when resources are received by the Center before it has legal claim to them. In subsequent periods, when both recognition criteria are met, or when the Center has legal claim to the resources, the liability for unearned revenue is removed and revenue is recognized. As of December 31, 2021, and 2020, the Center recognized a liability for unearned revenue in the amount of \$10,637 and \$11,437, respectively.

J. NET POSITION

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

- a. Restricted Consists of net positions with constraints on the use either by (1) external groups such as creditors, grantors, contributors, or laws or regulations of other governments; or (2) law through constitutional provisions or enabling legislation.
- b. Unrestricted All other net positions that do not meet the definition of "restricted" or "net investment in capital assets."

K. STATEMENTS OF CASH FLOWS

For the purposes of the statements of cash flows, the Center considers all cash and cash equivalents to be both unrestricted and restricted including demand accounts.

L. USE OF ESTIMATES IN PREPARATION OF FINANCIAL STATEMENTS

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. 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 expenses during the reporting periods. Actual results could differ from those estimates.

M. ACCOUNTING PRONOUNCEMENTS

The Center has evaluated the provisions of GASB Statement No. 89, Accounting for Interest Cost Incurred before the End of a Construction Period and GASB Statement No. 98, The Annual Comprehensive Financial Report, which became effective for the fiscal year ended December 31, 2021, and determined that it has no significant impact on the Center's financial statements.

WYOMING COUNTY BUSINESS CENTER, INC. NOTES TO THE FINANCIAL STATEMENTS

The following are GASB Statements that have been issued recently and are currently being evaluated, by the Center, for their potential impact in future years.

- Statement No. 87, Leases, which will be effective for the year ending December 31, 2022.
- Statement No. 91, Conduit Debt Obligations, which will be effective for the year ending December 31, 2022.
- Statement No. 92, Omnibus 2020, which will be effective for the year ending December 31, 2022.
- Statement No. 93, Replacement of Interbank Offered Rates, is effective for the year ending December 31, 2021, except for paragraph 11b, which will be effective for the year ending December 31, 2022.
- Statement No. 94, *Public-Private and Public-Public Partnerships and Availability Payment Arrangements*, which will be effective for the year ending December 31, 2023.
- Statement No. 96, Subscription-Based Information Technology Arrangements, which will be effective for the year ending December 31, 2023.
- Statement No. 97, Certain Component Unit Criteria, and Accounting and Financial Reporting for Internal Revenue Code Section 457 Deferred Compensation Plans-an amendment of GASB Statements No. 14 and 84, and a supersession of GASB Statement No. 32, which will be effective for the year ending December 31, 2022.

NOTE 2. DETAIL NOTES ON TRANSACTION CLASSES/ACCOUNTS

A. ASSETS

1. CASH, CASH EQUIVALENTS AND INVESTMENTS

The Center's investment policies are governed by State statutes. In addition, the Center has its own written investment policy. Center funds must be deposited in FDIC-insured commercial banks or trust companies located within the State. The Operations Director is authorized to use interest bearing demand accounts and certificates of deposit. Permissible investments include obligations of the U.S. Treasury and U.S. agencies, repurchase agreements and obligations of the State of New York and its localities.

Collateral is required for demand deposits and certificates of deposits not covered by federal deposit insurance. Obligations that may be pledged as collateral are obligations of the United States and its agencies, obligations of the State and its municipalities and school districts, and obligations issued by other than New York State rated in one of the three highest rating categories by at least one nationally recognized statistical rating organizations.

The Center's aggregate bank balances were fully collateralized at December 31, 2021 and 2020.

Restricted cash and cash equivalents represent amounts where use is limited by legal requirements. These assets represent amounts required to be reserved due to requirements related to the Center's loan program. As of December 31, 2020, restricted cash and cash equivalents amounted to \$5,354. There were no restricted cash and cash equivalents as of December 31, 2021.

Investment and Deposit Policy

The Center follows an investment and deposit policy, the overall objective of which is to adequately safeguard the principal amount of funds invested or deposited; conformance with federal, state and other legal requirements; and provide sufficient liquidity of invested funds in order to meet obligations as they become due. Oversight of investment activity is the responsibility of the Executive Director.

Interest Rate Risk

Interest rate risk is the risk that the fair value of investments will be affected by changing interest rates. The Center's investment policy does not limit investment maturities as a means of managing its exposure to fair value losses arising from increasing interest rates.

Credit Risk

The Center's policy is to minimize the risk of loss due to failure of an issuer or other counterparty to an investment to fulfill its obligations. The Center's investment and deposit policy authorizes the reporting entity to purchase the following types of investments:

- Interest bearing demand accounts.
- Certificates of deposit.
- Obligations of the United States Treasury and United States agencies.
- Obligations of New York State and its localities.

Custodial Credit Risk

Custodial credit risk is the risk that in the event of a failure of a depository financial institution, the reporting entity may not recover its deposits. In accordance with the Center's investment and deposit policy, all deposits of the Center including interest bearing demand accounts and certificates of deposit, in excess of the amount insured under the provisions of the Federal Deposit Insurance Act (FDIC) shall be secured by a pledge of securities with an aggregate value equal to 100% of the aggregate amount of deposits.

The Center restricts the securities to the following eligible items:

- Obligations issued, fully insured or guaranteed as to the payment of principal and interest, by the United States Treasury and United States agencies.
- Obligations issued or fully insured or guaranteed by New York State and its localities.
- Obligations issued by other than New York State rated in one of the three highest rating categories by at least one nationally recognized statistical rating organizations.

Investments

The Center has \$200,221 and \$200,000 invested in certificates of deposit as of December 31, 2021 and 2020, respectively. These certificates of deposit have maturity dates of less than one year but greater than ninety days.

Fair Value of Investments

The Center measures and records its investments using fair value measurement guidelines established by U.S. GAAP. These guidelines recognize a three-tiered fair value hierarchy as follows:

- Level 1: Quoted process for identical investments in active markets
- Level 2: Observable inputs other than those in Level 1
- Level 3: Unobservable inputs

Certificates of deposit are classified as level 1 on the fair value hierarchy.

2. NOTES RECEIVABLE

The Center provides low-interest notes to businesses located in Wyoming County in order to encourage economic development. Notes receivable consisted of the following at December 31,

	 2020	 2019
Total notes receivable	\$ 420,250	\$ 451,557
Less: allowance for uncollectible notes	10,098	41,109
Notes receivable, net	410,152	410,448
Less: current maturities	97,523	133,313
Notes receivable - long-term	\$ 312,629	\$ 277,135

The Center's policy is to present notes receivable net of an allowance for uncollectible notes. At December 31, 2021 and 2020 the allowance for uncollectible notes was \$10,098 and \$41,109, respectively.

At December 31, 2021, the loans awarded to local businesses bear interest at rates ranging from 0% to 6.00% with varying payment terms. All of the notes receivable are collateralized by assets of the respective companies.

Scheduled maturities for these notes for the next five years and thereafter are as follows:

Year Ending December 31,	Principal			Interest
2022	\$	97,523	\$	6,991
2023		73,523		5,771
2024		68,852		4,355
2025		71,194		2,889
2026		40,454		1,799
Thereafter		68,704	_	1,832
Total	\$	420,250	\$_	23,637

B. REVENUES

During the years ended December 31, 2021, and 2020, the Center received \$56,000 and \$70,000, respectively from Wyoming County through the Wyoming County Economic Development Services Agreement. In accordance with the agreement, the Center is to provide centralized economic development services for the County, serve as Wyoming County's primary economic development grant and loan conduit, and provide economic development services and financial assistance to businesses within Wyoming County.

C. NET POSITION

As of December 31, 2020, the restricted net position of \$5,354 represents what was required to be restricted under the provisions of the Micro HUD program. This amount coincides with the outstanding loan balances due from the original microloans, net the applicable allowance for doubtful accounts. There was no restricted net position as of December 31, 2021.

The Center's Board has designated the proceeds and loan interest earned under the Micro HUD program for maintenance of a revolving loan program and any other Micro or Economic Development eligible activity which will assist or enhance businesses. Board-designated funds as of December 31, 2021 and 2020, amounted to \$140,462 and \$131,099, respectively.

NOTE 3. ECONOMIC DEPENDENCY

For the years ending December 31, 2021 and 2020, approximately 64% and 72%, respectively, of the Center's revenues are dependent upon Wyoming County. In 2016, the Center moved into another building owned and operated by Wyoming County. The Center now pays rent through its administrative agreement with the Agency. Administrative fees paid to the Agency were \$20,000 for the years ended December 31, 2021 and 2020.

NOTE 4. SUBSEQUENT EVENTS

Management has evaluated subsequent events through March 21, 2022, which is the date the financial statements are available for issuance and have determined there are no subsequent events that require disclosure under generally accepted accounting principles.



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

INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of the Wyoming County Business Center, Inc.

We have audited, 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, the financial statements of the Wyoming County Business Center, Inc. (the Center), as of and for the year ended December 31, 2021, and the related notes to the financial statements, which collectively comprise the Center's basic financial statements, and have issued our report thereon dated March 21, 2022.

Report on Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered the Center's internal control over financial reporting (internal control) as a basis for designing audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Center's internal control. Accordingly, we do not express an opinion on the effectiveness of the Center'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 the entity'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 or significant deficiencies may exist that have not been identified.

Report on Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Center's financial statements are free of material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements, noncompliance with which could have a direct and material effect on the financial statements. 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 the Center's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Center's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Batavia, New York

Freed Maxick CPAs, P.C.

March 21, 2022