



**BARONE, HOWARD & Co., CPAs, PC**  
*Certified Public Accountants and Consultants*



March 20, 2019

Oneida County Local Development Corporation  
584 Phoenix Drive  
Rome, New York 13441

Ladies and Gentlemen:

We have completed the audit of the financial statements of Oneida County Local Development Corporation as of and for the year ended December 31, 2018.

Our professional standards require that we communicate with you concerning certain matters that may be of interest to you in fulfilling your obligation to oversee the financial reporting and disclosure process for which Oneida County Local Development Corporation is responsible. We have prepared the following comments to assist you in fulfilling your obligation.

**Our Responsibility Under Auditing Standards Generally Accepted in the United States of America**

Our responsibility is detailed in auditing standards generally accepted in the United States of America. Those standards require, among other things, that we obtain a sufficient understanding of the Organization's internal control to enable us to properly plan our audit and to determine the nature, timing and extent of audit procedures to be performed.

An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements; therefore, our audit involves judgment about the number of transactions to be examined and the areas to be tested. Our audit was planned and performed to obtain reasonable assurance about whether the financial statements are free of material misstatement. However, because of the concept of reasonable assurance and because we did not perform a detailed examination of all transactions, there is a risk that material misstatement, whether caused by error or fraud, may exist and may not be detected by us. Our responsibility as auditors is limited to the period covered by our audit and does not extend to the later periods for which we are not engaged as auditors. As auditors, we must necessarily rely upon the integrity and cooperation of management and the assistance of your accounting staff. As a condition of our engagement, management will be asked to sign a written representation letter attesting to the completeness and truthfulness of representations and disclosures made to us during the course of our audit.

**Significant Accounting Policies**

The Organization's significant accounting policies are set forth in Note 1 to the financial statements. During the year ended December 31, 2018, there were no significant changes in previously adopted accounting policies or their application.

### **Management Judgments and Accounting Estimates**

Accounting estimates are an integral part of the financial statements prepared by management and are based on management's current judgments. Those judgments are normally based on knowledge and experience about past and current events and on assumptions about future events. The significant accounting estimate noted was related to accounts receivable balances that are reflected in the Organization's financial statements.

### **Audit Risk Areas**

The following are the audit risk areas that we have identified, and our responses to contain these risks.

| <u>Audit Risk Area</u>    | <u>Auditor Responses</u>   |
|---------------------------|--|
| Cash and cash equivalents | Examine bank reconciliations and independent confirmation of balances with all financial institutions. |

### **Significant Audit Adjustments**

Our audit was designed to obtain reasonable assurance about whether the financial statements are free of material misstatements, whether caused by error or fraud. In addition, we are obligated by auditing standards generally accepted in the United States of America to inform you of any uncorrected misstatements aggregated by us for the most recent period that were determined by management to be immaterial, and therefore not adjusted. No such adjustments were identified during the audit.

### **Disagreements with Management**

For purposes of this letter, professional standards define a disagreement with management as a financial, reporting, or auditing matter, whether or not resolved to our satisfaction that could be significant to the financial statements or the auditors' report. We are pleased to report that no such disagreements arose during the course of our audit.

### **Consultations with Other Accountants**

In some cases, management may decide to consult with other accountants about auditing and accounting matters, similar to obtaining a "second opinion" on certain situations. If a consultation involves application of an accounting principle to Organization's financial statements or a determination of the type of auditor's opinion that may be expressed on those statements, our professional standards require the consulting accountant to check with us to determine that the consultant has all the relevant facts. To our knowledge, there were no such consultations with other accountants.

### **Major Issues Discussed with Management Prior to Retention**

Throughout the year, routine discussions regarding the application of accounting principles or auditing standards were held with management in connection with the transactions that have occurred, transactions that are contemplated, or reassessment of current circumstances. However, these discussions occurred in the normal course of our professional relationship and our responses were not a condition to our retention. Such discussions have been helpful in conducting the audit.

**Difficulties Encountered in Performing the Audit**

We encountered no major difficulties in dealing with management related to the performance of our audit. We received the full cooperation of the Organization's accounting staff during the audit.

This report is intended solely for the use of the Board of Directors and management within Oneida County Local Development Corporation and is not intended to be, and should not be used by anyone other than these specified parties.

We would be pleased to discuss this report with you further at your convenience.

Very truly yours,

*Barone, Howard & Co., CPAs, P.C.*  
BARONE, HOWARD & Co., CPAs, PC  
New Hartford, New York