



**GATEWAY ECONOMIC DEVELOPMENT CORPORATION  
OF GREATER CLEVELAND**

**CUYAHOGA COUNTY**

**REGULAR AUDIT**

**FOR THE YEAR ENDED DECEMBER 31, 2007**



**Mary Taylor, CPA**  
Auditor of State



**GATEWAY ECONOMIC DEVELOPMENT CORPORATION OF GREATER CLEVELAND  
CUYAHOGA COUNTY**

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# Mary Taylor, CPA

Auditor of State

## INDEPENDENT ACCOUNTANTS' REPORT

Members of the Board of Trustees  
Gateway Economic Development Corporation of Greater Cleveland  
Cuyahoga County  
758 Bolivar Road  
Cleveland, Ohio 44115

We have audited the accompanying basic financial statements of the business-type activities of Gateway Economic Development Corporation of Greater Cleveland, Cuyahoga County, Ohio, (Gateway) as of and for the year ended December 31, 2007, as listed in the table of contents. These financial statements are the responsibility of Gateway's management. Our responsibility is to express opinions on these financial statements based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in the Comptroller General of the United States' *Government Auditing Standards*. Those standards require that we plan and perform the audit to reasonably assure whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe our audit provides a reasonable basis for our opinions.

In our opinion, the financial statements referred to above present fairly, in all material respects, the respective financial position of the business-type activities of Gateway Economic Development Corporation of Greater Cleveland, Cuyahoga County, Ohio, as of December 31, 2007, and the changes in financial position and cash flows, for the year then ended in conformity with accounting principles generally accepted in the United States of America.

In accordance with *Government Auditing Standards*, we have also issued our report dated June 23, 2008, on our consideration of Gateway's internal control over financial reporting and our tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements and other matters. While we did not opine on the internal control over financial reporting or on compliance, that report describes the scope of our testing of internal control over financial reporting and compliance and the results of that testing. That report is an integral part of an audit performed in accordance with *Government Auditing Standards*. You should read it in conjunction with this report in assessing the results of our audit.

Management's Discussion and Analysis is not a required part of the basic financial statements but is supplementary information accounting principles generally accepted in the United States of America requires. We have applied certain limited procedures, consisting principally of inquiries of management regarding the methods of measuring and presenting the required supplementary information. However, we did not audit the information and express no opinion on it.

A handwritten signature in black ink that reads "Mary Taylor". The signature is written in a cursive, flowing style.

**Mary Taylor, CPA**  
Auditor of State

June 23, 2008

**GATEWAY ECONOMIC DEVELOPMENT CORPORATION OF GREATER CLEVELAND  
CUYAHOGA COUNTY**

Management's Discussion and Analysis  
For the Year Ended December 31, 2007  
(Unaudited)

The discussion and analysis of the Gateway Economic Development Corporation of Greater Cleveland provides an overall review of Gateway's financial activities for the year ended December 31, 2007. The intent of the discussion and analysis is to look at the company's financial performance as a whole; readers should also review the basic financial statements and the notes to the basic financial statements to enhance their understanding of Gateway's financial performance.

**Financial Highlights**

Key financial highlights for 2007 are as follows:

- The most significant financial highlight positively affecting Gateway for the fourth year is the continued stability resulting from the improved leases with both teams. On November 28, 2007 Gateway and the Cavaliers approved a sixth amendment to the lease which reaffirms the Memoranda of Understanding. The lease and the Memoranda of Understanding with each team provides Gateway a predictable stream of revenue from the teams that covers all Gateway's operating expenses and places responsibility for most capital repairs on the teams.
- The refinancing of the Subordinate Excise Tax Refunding Notes in 2004 has provided Gateway with the funds to make capital improvements in and around Gateway, including security cameras, security radios and moving bollards.
- Total Operating Revenues totaled \$17,625,733 for the year.
- Total Operating Expenses increased by \$2,489,222.

**Using this Annual Financial Report**

This annual report consists of financial statements and notes to those statements. These statements are organized so the reader can understand Gateway Economic Development Corporation of Greater Cleveland as a financial whole.

The Statement of Net Assets and the Statement of Revenues, Expenses and Change in Net Assets provide information about the activities of Gateway. Gateway only has one major fund for business-type activities.

**Statement of Net Assets and Statement of Revenues, Expenses and Changes in Net Assets**

While this document contains information about the funds used to provide service to the City, County, the teams and taxpayers, the view of Gateway as a whole looks at all financial transactions and asks the question, "How did we do financially during 2007?" The Statement of Net Assets and The Statement of Revenues, Expenses and Changes in Net Assets answer this question. These statements include all assets and liabilities using the accrual basis of accounting. This basis of accounting takes into account all of the current year's revenues and expenses regardless of when the cash is received.

These statements report Gateway's net assets and the change in those assets. This change in net assets is important because it tells the reader whether, Gateway has improved or diminished.

- Business Activities – Gateway is a Non-Profit 501(c)(3) Corporation created to own, finance, construct and operate the Gateway Sports Complex by overseeing services such as maintenance, security and other capital repairs at the Gateway Sports Complex.

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

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Management's Discussion and Analysis  
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Business-wide financial analysis.

Table 1 provides a summary of Gateway's net assets for 2007 and 2006 Business Activities.

		<b>Table 1</b>	
		<b>Net Assets</b>	
		<b>2007</b>	<b>2006</b>
<b>ASSETS:</b>			
Current Assets-Unrestricted	\$	157,953	\$ 173,607
Current Assets-Restricted		6,870,803	7,080,075
Non-Current Assets Deferred Costs, Net		188,154,514	205,015,555
<b>Total Assets</b>	<b>\$</b>	<b>195,183,270</b>	<b>\$ 212,269,237</b>
<b>LIABILITIES:</b>			
Current Liabilities	\$	11,252,309	\$ 11,196,161
Non-Current Liabilities		297,813,701	293,068,221
<b>Total Liabilities</b>	<b>\$</b>	<b>309,066,010</b>	<b>\$ 304,264,382</b>
<b>Net Assets</b>			
Invested in Capital Assets, net of Related Debt	\$	(113,814,112)	\$ (92,453,553)
Restricted for Debt Service		6,870,803	7,080,075
Unrestricted		(6,939,431)	(6,621,667)
<b>Total Net Assets</b>	<b>\$</b>	<b>(113,882,740)</b>	<b>\$ (91,995,145)</b>

In the case of Gateway, the majority of all assets and liabilities are capital related. As a result, the depreciation, amortization and interest expense have a significant impact on the Total Net Assets. The majority of the change is due to Depreciation and Amortization.

Total Liabilities at \$309,066,010 increased by \$4,801,628, mainly due to an increase in accrued interest.

Net Assets for 2007 totaled (\$113,882,740). Increases in this deficit were mainly due to depreciation and amortization in Non-Current Assets and Liabilities.



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Table 2 shows the changes in Net Assets for the year ended December 31, 2007. Gateway implemented GASB statement no. 34, basic financial statements five years ago.

**Table 2  
Statement of Revenues, Expenses and Changes in Net Assets  
As of December 31, 2007**

	<u>2007</u>	<u>2006</u>
Operating Revenues		
Lease Income	\$ 15,911,298	\$ 23,339,338
Other	1,714,435	1,544,656
Total Operating Revenues	17,625,733	24,883,994
Operating Expenses		
Administrative and General	7,912,583	6,686,730
Depreciation and Amortization	18,240,129	17,807,709
Salaries and Related Expenses	447,986	449,800
Professional Fees	54,659	41,441
Property Tax Expense	1,028,273	1,032,733
Security Expense	779,495	645,420
Repairs and Maintenance	5,989,012	5,299,082
Total Operating Expense	34,452,137	31,962,915
Operating Loss	(16,826,404)	(7,078,921)
Non-Operating Revenues		
Luxury Tax	-	1,210,051
Premium Seating Revenue	3,174,888	3,240,157
Interest Income	3,557,717	2,524,583
Incremental Transient Occup. Tax Credit	212,180	212,180
Other Non-Operating Revenue	-	3,191,250
Total Non-Operating Revenues	6,944,785	10,378,221
Non-Operating Expenses		
Interest Expense	12,005,976	11,973,725
Total Non-Operating Expense	12,005,976	11,973,725
Net Non-Operating Income	(5,061,191)	(1,595,504)
Net Assets		
Net Decrease in Net Assets	(21,887,595)	(8,674,425)
Total Net Assets at Beginning of Year	(91,995,145)	(83,320,720)
<b>Total Net Assets at End of Year</b>	<b>\$ (113,882,740)</b>	<b>\$ (91,995,145)</b>

**GATEWAY ECONOMIC DEVELOPMENT CORPORATION OF GREATER CLEVELAND  
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Management's Discussion and Analysis  
For the Year Ended December 31, 2007  
(Unaudited)

Lease income for 2007 was lower as the Cavaliers had less Capital improvements compared to the prior year. The teams also agreed to pay all of the capital repairs. For 2007 Gateway's total operating budget of \$3,165,586 was paid by the teams pursuant to the Lease and Memoranda of Understanding. For 2007 Gateway's total operating budget of \$3,165,586 was paid by the teams pursuant to the Lease and Memorandum of Understanding.

Operating expenses for 2007 totaled \$34,452,137 which represents an increase of \$2,489,223 from the prior year. With new agreements in place it has been determined that the amount of prepaid rent by Quicken Loans Arena could only be recovered as a credit against future rent obligations. Since the requirement to recognize prepaid rent is not an obligation of the city or county and any prepaid rent would be extinguished at the end of the lease there is no possible circumstance where this could be a liability of Gateway to be paid to the Cavaliers.

**General Budget Highlights**

Administration, maintenance and security of Gateway fall under the direction of its Executive Director and staff. Gateway staff under the Lease or Memorandum of Understanding now prepares a detailed operating budget for both teams and a consolidated budget that is reviewed with the teams as well as Gateway's Board of Directors. This budget, once approved, is analyzed and reviewed on a quarterly basis with the teams. Financial reports are also submitted to the Board members monthly and reviewed at quarterly meetings. Gateway also has oversight of capital repairs for both teams.

**Table 3  
Capital Assets  
Net of Accumulated Depreciation**

	<u>2007</u>	<u>2006</u>
Land	\$ 23,108,049	\$ 23,108,049
Building & Improvements		
Ballpark	46,578,542	54,371,822
Arena	73,497,960	77,935,470
Site	11,422,044	13,329,759
Equipment		
Ballpark	5,557,745	6,760,133
Arena	11,126,038	11,465,950
Site	-	7,500
Capital Costs	12,848,722	13,639,413
Furniture & Fixtures	30,074	37,506
<b>Total</b>	<b><u>\$ 184,169,174</u></b>	<b><u>\$ 200,655,602</u></b>

**GATEWAY ECONOMIC DEVELOPMENT CORPORATION OF GREATER CLEVELAND  
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Management's Discussion and Analysis  
For the Year Ended December 31, 2007  
(Unaudited)

**Capital Assets**

Gateway's investment in capital assets for its activities as of December 31, 2007 amount to \$184,169,174. Capital assets decreased by \$16,486,428 as some items are reaching full depreciation. This investment in capital assets includes land, both sports facilities and equipment, site-work and furniture.

Table 4 below summarizes Gateway's long-term loan obligations outstanding

**Table 4  
Outstanding Long-Term Obligations at Year End**

	2007	2006
Bonds Payable:		
Stadium Revenue Refunding Bonds, Series 2004A Term Bonds due September 15, 2014	\$ 19,270,000	\$ 21,590,000
Stadium Revenue Refunding Bonds, Series 2004B Bonds Term Bonds due September 15, 2014	700,000	800,000
Notes Payable: Cuyahoga County	199,061,054	196,059,505
State of Ohio (\$4 million assumed from the Greater Cleveland New Stadium Corporation)	4,000,000	4,000,000
Cleveland Development Partnership	31,934,000	31,934,000
Cleveland Foundation/Cuyahoga County	1,750,000	1,750,000
Subtotal	256,715,054	256,133,505
Less-Current Portion	(6,510,000)	(6,290,000)
Less-Unamortized Discount	(1,851)	(2,368)
Total	<b>\$ 250,203,203</b>	<b>\$ 249,841,137</b>

At the end of 2007, Gateway had Long Term Obligations outstanding of \$250,203,203. Additional information on Gateway's long term debt can be found in the footnote section. Of this amount, Gateway's current loan with the County has a balance of \$199,061,054. Gateway intends to fully comply with it's obligation under the revolving loan agreement and its obligation to make "Net Revenue" payments to the County. However, based on historical trends, Gateway may and probably will not be able to pay back this amount to Cuyahoga County.

**GATEWAY ECONOMIC DEVELOPMENT CORPORATION OF GREATER CLEVELAND  
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Management's Discussion and Analysis  
For the Year Ended December 31, 2007  
(Unaudited)

**Economic Factors and Next Year's 2008 Budget**

On November 28, 2007 Gateway and the Cavaliers approved a sixth amendment to the lease which reaffirmed the Memoranda of Understanding signed on February 2, 2004. On this day, Gateway announced that the organization had reached agreements to restructure the leases with the Cleveland Cavaliers and Cleveland Indians that secured Gateway's financial standing and insure the upkeep of the team's facilities. The Memorandum of Understanding and now the Cavaliers newly signed lease provided Gateway for the first time, a predictable stream of revenue from the teams that covers all Gateway's operating expenses and places responsibility for most capital repairs on the teams. The Memoranda of Understanding signed by the Cleveland Indians also called for refinancing of stadium revenue bonds to take advantage of low rates that will generate funds to help cover the capital needs of Progressive Field.

As we look back at both 2007 and 2006 the new lease and signed Memorandum's of Understanding, the agreements have worked exactly as anticipated. Gateway has had a predictable stream of revenue to cover its expenses and the teams have been very cooperative. With the completion of the third year of a ten year Memoranda of Understanding between Gateway and The Cleveland Indians, and the new lease which is a reaffirmation of the Memoranda of Understanding between Gateway and The Cleveland Cavaliers, Gateway and the teams have proven that the new agreements are acceptable to all involved. Gateway's bond payments and State of Ohio's notes payable are covered by the Lease and Memorandum's of Understanding. Gateway's notes payable with the County, the Cleveland Development Partnership, and Cleveland Foundation/Cuyahoga County are revolving loan agreement and its obligation is to make "net Revenue" payments to each entity. However, based on historical trends, Gateway may and probably will not be able to pay back these note payable amounts.

Gateway's belief that these agreements would protect the financial interests of Gateway for the foreseeable future has proved to be true. This agreement also protects the taxpayer's investment in the facilities through city and county investment without asking the county or city taxpayers to subsidize Gateway operations. The teams have approved Gateway's 2008 operations budget totaling \$3,170,201. Included in this budget are additional funds to cover assessments totaling \$101,630 to participate in the Business Improvement District. This represents the third year of the Business Improvement District. The teams forward these payments at the beginning of each quarter.

**Contacting Gateway's Financial Management**

The financial report is designed to provide the city, county, taxpayers and any other interested parties with a general overview of Gateway's finances. If you have any questions about this report or need additional information, contact Gateway's Executive Director, Todd Greathouse at Gateway Economic Development Corporation of Greater Cleveland, 758 Bolivar, Cleveland, Ohio 44115, and phone no. 216-420-4071.

**GATEWAY ECONOMIC DEVELOPMENT CORPORATION  
OF GREATER CLEVELAND**  
*Statement of Net Assets  
As of December 31, 2007*

**Assets**

**Current Assets - Unrestricted**

Cash and Cash Equivalents	\$	61,621
Receivables:		
Interest		3,041
Prepaid Expenses and Other Assets		93,291
		157,953

**Current Assets-Restricted**

Restricted Cash and Cash Equivalents		6,870,803
		6,870,803

Total Current Assets 7,028,756

**Non-Current Assets**

Deferred Costs, Net		3,985,340
Sports Facility Project:		
Land		23,108,049
Stadium		179,854,745
Arena		167,899,831
Site		40,195,778
Capitalized Costs		23,720,720
Furniture, Fixtures and Equipment		201,698
		438,966,161

Less: Accumulated Depreciation		250,811,647
		250,811,647

Sports Facility Project, Net 188,154,514

Total Assets	\$	195,183,270
		195,183,270

See accompanying notes to the basic financial statements.

(Continued)

**GATEWAY ECONOMIC DEVELOPMENT CORPORATION  
OF GREATER CLEVELAND**  
*Statement of Net Assets  
As of December 31, 2007*

**Liabilities**

**Current Liabilities**

Accounts Payable	\$ 27,865
Accrued Expenses	43,960
Property Taxes Payable	990,903
Accrued Interest	259,799
Current Portion of Long Term Debt	6,510,000
Current Portion of Deferred Revenue	<u>3,419,782</u>
 Total Current Liabilities	 11,252,309

**Non Current Liabilities**

Long Term Debt, Less Current Portion	250,203,203
Long Term Accrued Interest	41,010,284
Deferred Revenue, Less Current Portion	6,360,214
Refundable Deposits	<u>240,000</u>
 Total Long-term Liabilities	 <u>297,813,701</u>
 Total Liabilities	 309,066,010

**Net Assets**

Invested in Capital Assets, net of related debt	(113,814,112)
Restricted for Debt Service	6,870,803
Unrestricted	<u>(6,939,431)</u>
 Total Net Assets	 <u>\$ (113,882,740)</u>

See accompanying notes to the basic financial statements.

**GATEWAY ECONOMIC DEVELOPMENT CORPORATION  
OF GREATER CLEVELAND**  
*Statement of Revenues, Expenses and Changes in Net Assets  
For the Year Ended December 31, 2007*

<b>Operating Revenues</b>	
Lease Income	\$ 15,911,298
Other	1,714,435
Total Operating Revenues	<u>17,625,733</u>
<b>Operating Expenses</b>	
Administrative and General	7,912,583
Depreciation and Amortization	18,240,129
Salaries and Related Expenses	447,986
Professional Fees	54,659
Property Tax Expense	1,028,273
Security Expense	779,495
Repairs and Maintenance	5,989,012
Total Operating Expense	<u>34,452,137</u>
Operating Loss	(16,826,404)
<b>Non-Operating Revenues</b>	
Premium Seating Revenue	3,174,888
Interest Income	3,557,717
Incremental Transient Occupancy Tax Credit	212,180
Total Non-Operating Revenues	<u>6,944,785</u>
<b>Non-Operating Expenses</b>	
Interest Expense	<u>12,005,976</u>
Total Non-Operating Expense	12,005,976
Net Non-Operating Income	<u>(5,061,191)</u>
<b>Net Assets</b>	
Net Decrease in Net Assets	(21,887,595)
Total Net Assets at Beginning of Year	<u>(91,995,145)</u>
Total Net Assets at End of Year	<u><u>\$ (113,882,740)</u></u>

See accompanying notes to the basic financial statements.

**GATEWAY ECONOMIC DEVELOPMENT CORPORATION  
OF GREATER CLEVELAND**

*Statement of Cash Flows  
For the Year Ended December 31, 2007*

<b>Cash Flows from Operating Activities</b>	
Cash Received from Lease Revenue	\$ 4,588,955
Cash Received from Other Revenue	1,460,803
Cash Paid for Administrative and General	(183,613)
Cash Paid for Salaries and Related Expenses	(452,819)
Cash Paid for Professional Fees	(54,659)
Cash Paid for Property Tax Expense	(1,032,733)
Cash Paid for Security Expense	(779,495)
Cash Paid for Repairs and Maintenance	(2,371,491)
Net Cash Provided by Operating Activities	<u>1,174,948</u>
<b>Cash Flows from Non-Capital Financing Activities</b>	
Cash Received from Premium Seating Revenue	<u>3,166,150</u>
Net Cash Provided by Non-Capital Financing Activities	3,166,150
<b>Cash Flows from Capital and Related Financing Activities</b>	
Proceeds from Occupancy Tax	212,180
Investment Income Received	3,562,270
Interest Expense	(7,713,911)
Arena Capital Improvements	(1,378,572)
Increase in Deferred Revenue	171,295
Proceeds from Notes Payable	3,001,550
Principal Paid on Bonds Payable	(2,420,000)
Net Cash Provided by Capital and Related Financing Activities	<u>(4,565,188)</u>
Net Increase in Cash and Cash Equivalents	(224,090)
Cash and Cash Equivalents at Beginning of Year	<u>7,156,514</u>
<b>Cash and Cash Equivalents at End of Year</b>	<u><u>\$ 6,932,424</u></u>
<b>Reconciliation of Operating (Loss) to Net Cash (Used) by Operating Activities</b>	
Operating (Loss)	\$ (16,826,404)
Adjustments to Reconcile to Net Cash Provided by Operating Activities:	
Depreciation and amortization	18,240,129
Net Changes in Operating Assets and Liabilities:	
(Decrease) in Prepaid Expenses and Other Assets	(3,717)
(Increase) in Accounts Payable	27,865
(Decrease) in Accrued Expenses	(4,833)
(Decrease) in Property Taxes Payable	(4,460)
Increase in Deferred Revenue	(253,632)
Net Cash (Provided) by Operating Activities	<u><u>\$ 1,174,948</u></u>

See accompanying notes to the basic financial statements.



**GATEWAY ECONOMIC DEVELOPMENT CORPORATION OF GREATER CLEVELAND  
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**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED DECEMBER 31, 2007**

**1. DESCRIPTION OF THE REPORTING ENTITY AND BASIS OF PRESENTATION**

Gateway Economic Development Corporation of Greater Cleveland (Gateway) was incorporated on May 31, 1990 and is a not-for-profit corporation legally separate from any other entity. Gateway, the City of Cleveland, and Cuyahoga County have entered into a three party agreement, whereby Gateway is authorized to construct, own, and provide for the operation of the sports facility, which includes a baseball stadium, arena and a joint development site (the Project). Substantially all of Gateway's assets are restricted as to use.

**2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

**A. Basis of Accounting**

Gateway follows the accrual basis of accounting whereby revenues are recognized when they are earned and become measurable and expenses are recognized where they are incurred.

Gateway applies a flow of economic resources measurement focus. With this measurement focus, all assets and liabilities associated with the operation of the fund are included on the balance sheet. The Statement of Activity presents increases (e.g., revenues) and decreases (e.g., expenses) in fund equity.

Basis of accounting refers to when revenues and expenses are recognized in the accounts and reported in the financial statements. Basis of accounting relates to timing of the measurements made.

**B. Cash and Cash Equivalents**

Cash received by Gateway is deposited into checking accounts for short-term needs or investment accounts under the direction of trustees appointed through the various financing agreements in order to pay long-term debt principal and interest. For presentation on the balance sheet, investments with an original maturity of three months or less are considered cash equivalents.

**C. Investments**

Investments are stated at fair value per GASB Statement No. 31, "Accounting and Financial Reporting for Certain Investments and for External Investment Pools."

**D. Sports Facility Project**

Costs directly attributable to the stadium, arena and site are separately classified in the financial statements. Joint or common costs are allocated to the project components based upon management's allocation. The Stadium and Arena were substantially completed April 1, 1994 and September 15, 1994, respectively.

The sports facility project is recorded on the basis of cost and is depreciated on a straight-line basis over the estimated useful life of each class of depreciable asset. Normal maintenance and repair costs are expensed as incurred.

Land contributed to Gateway in 1990 includes the acquisition and demolition cost of obtaining the land by Greater Cleveland New Stadium Corporation.

**GATEWAY ECONOMIC DEVELOPMENT CORPORATION OF GREATER CLEVELAND  
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**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED DECEMBER 31, 2007  
(CONTINUED)**

**2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)**

**E. Federal Taxes**

Gateway is exempt from federal taxes under Section 501(c)(3) of the Internal Revenue Code.

**F. Net Assets**

Net assets represent the difference between assets and liabilities. Net assets invested in capital assets net of related debt consists of capital assets, net of accumulated depreciation, reduced by the outstanding balances of any borrowing used for the acquisition, construction or improvement of those assets. Net assets are reported as restricted when there are limitations imposed on their use either through constitutional provisions or enabling legislation or through external restrictions imposed by creditors, grantors or laws or regulations of other governments.

Gateway applies restricted resources when an expense is incurred for purposes for which both restricted and unrestricted net assets are available.

**G. Operating Revenues and Expenses**

Operating revenues are those revenues that are generated directly from primary activities of the proprietary fund. For Gateway, these revenues are lease income and naming rights revenue. Revenues and expenses not meeting these definitions are reported as non-operating.

**3. DEPOSITS AND INVESTMENTS**

Gateway may invest the proceeds of various bond offerings (see Note 6) in authorized securities and deposits, including obligations of the federal government and its agencies, deposits with financial institutions, and other securities permitted by Gateway's financing agreements.

Gateway records the government securities held in the Stadium Revenue Bond Funds at their fair value. Based upon the terms of the Debt Service Deposit Agreement, the following summarizes the balances in funds established by the trust indentures, at their amortized costs, at December 31, 2007:

	Bond Fund	Reserve Fund	Total
Stadium Revenue Refunding Series A	\$ 3	\$ 3,467,380	\$ 3,467,383
Stadium Revenue Refunding Series B		106,872	106,872
	\$ 3	\$ 3,574,252	\$ 3,574,255

*Cash on hand:* At year-end, Gateway had \$200 in undeposited cash on hand, which is included in the balance sheet of Gateway as part of the equity in pooled cash and cash equivalents.

**Deposits**

At fiscal year ended December 31, 2007, Gateway had the following:

**GATEWAY ECONOMIC DEVELOPMENT CORPORATION OF GREATER CLEVELAND  
CUYAHOGA COUNTY**

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED DECEMBER 31, 2007  
(CONTINUED)**

**3. DEPOSITS AND INVESTMENTS (Continued)**

<u>Account Type</u>	<u>Fair Value</u>
Demand Deposits	\$ 37,593
Money Market Treasury Account	<u>56,314</u>
Total Deposits	<u>\$ 93,907</u>

*Custodial Credit Risk:* Custodial credit risk for deposits is the risk that in the event of bank failure, Gateway will not be able to recover deposits or collateral securities that are in the possession of an outside party. At fiscal year end, \$268,245 of Gateway's bank balance of \$368,245 was uninsured and uncollateralized. Although the securities were held by the pledging institutions' trust department and all statutory requirements for the deposit of money had been followed, noncompliance with federal requirements could potentially subject Gateway to a successful claim by the F.D.I.C.

**Investments**

Investments are reported at fair value. As of December 31, 2007, Gateway had the following investments:

<u>Investment Type</u>	<u>Fair Value</u>	<u>Investment Maturities (in Years) Less than 1</u>	<u>Total</u>
Commercial Paper	\$3,417,546	\$3,417,546	\$3,417,546
Money Market Treasuries	<u>\$3,420,771</u>	<u>\$3,420,771</u>	<u>\$3,420,771</u>
Total Investments	<u>\$6,838,317</u>	<u>\$6,838,317</u>	<u>\$6,838,317</u>

*Credit Risk:* The commercial paper carries a rating of P-1 by Moody's and A-1+ by Standard and Poor's. The Money Market Treasuries carries a rating of AAA by Standard and Poor's.

*Custodial Credit Risk:* Gateway has no deposit policy for custodial risk beyond the requirement permitted by Gateway's financing agreements and State Statute. Ohio law requires that deposits be either insured or be protected by eligible securities pledged to and deposited either with Gateway or a qualified trustee by the financial institution as a security for repayment, or by a collateral pool of eligible securities deposited with a qualified trustee and pledged to secure the repayment of all public monies deposited in the financial institution whose market value at all times shall be at least one hundred five percent of the deposits being secured.

*Concentration of Credit Risk:* Gateway's major investment holding at year end was commercial paper.

**GATEWAY ECONOMIC DEVELOPMENT CORPORATION OF GREATER CLEVELAND  
CUYAHOGA COUNTY**

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED DECEMBER 31, 2007  
(CONTINUED)**

**4. DEFERRED COSTS**

Deferred costs at December 31, 2007 consist of the following:

Financing	\$ 4,369,136
Lease Negotiation	<u>4,387,356</u>
	8,756,492
Accumulated Amortization	<u>(4,771,152)</u>
	<u>\$ 3,985,340</u>

The financing cost incurred with issuing the Stadium Revenue Refunding Bonds (the "Bonds"), including original issue discount, if any, were capitalized and will be amortized over the life of the debt issue on a basis that approximates a constant rate of amortization of debt outstanding. The remaining financing costs associated with the Stadium Revenue Bonds including original issue discount were written off.

The notes payable to Cuyahoga County are deferred and amortized over the life of the respective debt issue on a basis that approximates a constant rate of amortization of debt outstanding. Cost associated with credit enhancement are deferred and amortized over the respective life of each contract on a straight line basis.

Lease negotiation costs associated with the stadium and arena leases (see Note 9) are being amortized over the respective leases.

**5. CAPITALIZED COSTS**

There were no additions to capitalized costs during the year ended December 31, 2007. Capitalized costs consist of net interest expense capitalized, property taxes, legal fees, and indirect project costs incurred during the construction period. Capitalized costs are depreciated over 30 years.

**6. LONG-TERM OBLIGATIONS**

Long-term debt outstanding at December 31, 2007 is as follows:

	<u>Stated</u>	<u>Balance</u>	<u>Increase</u>	<u>Decrease</u>	<u>Balance</u>	<u>Amounts</u>
<u>Interest Rate</u>	<u>12/31/2006</u>	<u>12/31/2007</u>			<u>12/31/2007</u>	<u>Due in One</u>
						<u>Year</u>
Bonds Payable:						
Stadium Revenue Refunding Bonds, Series 2004A						
Term Bonds due						
September 15, 2014	2.45%-4.97%	\$ 21,590,000		\$ 2,320,000	\$ 19,270,000	\$ 2,400,000
Stadium Revenue Refunding Bonds, Series 2004B						
Term Bonds due						
September 15, 2014	3.49%	800,000		100,000	700,000	100,000

**GATEWAY ECONOMIC DEVELOPMENT CORPORATION OF GREATER CLEVELAND  
CUYAHOGA COUNTY**

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED DECEMBER 31, 2007  
(CONTINUED)**

**6. LONG-TERM OBLIGATIONS (Continued)**

	<u>Stated Interest Rate</u>	<u>Balance 12/31/2006</u>	<u>Increase</u>	<u>Decrease</u>	<u>Balance 12/31/2007</u>	<u>Amounts Due in One Year</u>
Notes Payable:						
Cuyahoga County	Variable	196,059,505	10,148,801	7,147,252	199,061,054	4,010,000
State of Ohio (\$4 million assumed from the Greater Cleveland New Stadium Corporation)	0%-2.5%	4,000,000			4,000,000	
Cleveland Development Partnership	3%-6.25%	31,934,000			31,934,000	
Cleveland Foundation/ Cuyahoga County	3%	1,750,000			1,750,000	
		256,133,505	10,148,801	9,567,252	256,715,054	6,510,000
Less-Current Portion		(6,290,000)		220,000	(6,510,000)	
Less-Unamortized Discount		(2,368)	517		(1,851)	
Total long-term debt less						
Current portion		<u>\$ 249,841,137</u>	<u>\$ 10,149,318</u>	<u>\$ 9,787,252</u>	<u>\$ 250,203,203</u>	<u>\$ 6,510,000</u>

On December 27, 1990 Gateway issued approximately \$148 million of tax exempt bonds to be used primarily to pay for the cost of the stadium. The trust indentures generally require the establishment of the following funds:

<u>FUND</u>	<u>PURPOSE</u>
Escrow Fund	To account for the process of the bonds until certain conditions are met.
Construction Fund	To account for the financial resources to be used for the construction of the stadium
Bond Fund	To account for the accumulation of financial resources for the principal interest on the bonds
Bond Reserve Fund	To account for the escrowed financial resources
Rebate Fund	To account for any excess earnings from the bonds during the capitalize interest period as required by the Internal Revenue Code.

**GATEWAY ECONOMIC DEVELOPMENT CORPORATION OF GREATER CLEVELAND  
CUYAHOGA COUNTY**

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED DECEMBER 31, 2007  
(CONTINUED)**

**6. LONG-TERM OBLIGATIONS (Continued)**

**A. Stadium Revenue Refunding Bonds**

The Stadium Revenue Refunding Bonds were issued during 2004 to refinance the Stadium Revenue Bonds. The total proceeds from the bonds were \$26,399,507 representing the par amount of \$25,635,000 for Series A Bonds and \$1,000,000 for Series B Bonds, less the original issue discount of \$3,743, minus the underwriter's compensation of \$231,750.

The net proceeds were used for the purpose of refunding all of the Stadium Revenue Bonds, financing construction costs and the funding cost of issuing the bonds.

In accordance with the original trust indenture, the Funds were held in a Bond Reserve Fund and an Escrow Fund.

**B. Cuyahoga County Notes Payable**

On September 24, 1992, Cuyahoga County (the "County") issued \$75 million (\$35 million fixed rate and \$40 million variable rate) Taxable Economic Development Revenue Bonds. In conjunction with this bond issue, Gateway and the County entered into a Revolving Loan Agreement, whereby the County agreed to loan the bond proceeds to Gateway to pay Arena construction costs. On February 1, 1994, Cuyahoga County issued an additional \$45 million Taxable Economic Development Revenue Bonds. The Revolving Loan Agreement was amended to allow Gateway to borrow the additional proceeds. As of December 31, 2007, Gateway has borrowed \$199.1 million, including interest, under the Revolving Loan Agreement. Gateway is responsible to pay interest on the County bonds to the extent interest expense exceed interest earned by the County on bonds proceeds which have not been borrowed by Gateway.

Interest payable included in the notes payable to the County totaled approximately \$99,111,054 at December 31, 2007. Financing costs of \$3.7 million, payable by Gateway in connection with the County Bond Offerings are also included in the notes payable liability. The associated expense of \$3.7 million is included in deferred financing costs.

Gateway entered into an Emergency Loan Agreement dated December 28, 1995 (effectuated in early 1996) in which Gateway received a total of \$11.5 million to pay for certain cost overruns that were incurred in the construction of the Gateway stadium and arena project. Of this amount, the agreement called for \$2.5 million to be repaid by the City of Cleveland, \$4 million to be repaid directly by Gateway, with the remaining \$5 million to be repaid by the Greater Cleveland Convention and Visitors Bureau (the "Bureau") pending negotiations regarding this repayment between Cuyahoga County and the Bureau. At that time, Gateway determined that the \$5 million to be repaid by the Bureau was not a legal obligation of Gateway and, therefore, recognized this amount as revenue in 1996 pending the outcome of the negotiations between Cuyahoga County and the Bureau. In 2007, the Bureau paid \$212,180 pursuant to the amended Cooperative Agreement (see note 12). During 1999, the issue of the \$5 million dollar portion of the Emergency Loan Agreement was re-evaluated by Cuyahoga County and Gateway. As of March 21, 2000, Cuyahoga County is of the opinion that the \$5 million was a legal liability of Gateway. However, based on historical trends, Gateway may not and probably will not be able to pay back this amount to Cuyahoga County. Accordingly, this amount is not reflected as an accounting liability and prior fund equity was not restated on Gateway's balance sheet as of December 31, 2007.

**GATEWAY ECONOMIC DEVELOPMENT CORPORATION OF GREATER CLEVELAND  
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**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED DECEMBER 31, 2007  
(CONTINUED)**

**6. LONG-TERM OBLIGATIONS (Continued)**

**C. State of Ohio Notes Payable**

Four million was borrowed by the Greater Cleveland New Stadium Corporation from the State of Ohio for land acquisitions on June 23, 1986. The Greater Cleveland New Stadium Corporation was later merged into Gateway on November 19, 1990. On December 17, 1990, Gateway and the State of Ohio entered into an amended and restated loan agreement. The agreement allows for the forgiveness of interest immediately, and the forgiveness of principal, if certain conditions are met. The forgiveness of principal will be accounted for when and if all conditions are satisfied. The note is due immediately, if any of the conditions are violated. As Gateway is in compliance with the terms and conditions of the note, the note is classified as long-term as of December 31, 2007.

**D. Cleveland Development Partnership Notes Payable**

The Cleveland Development Partnership and Gateway have entered into two loan agreements for a total of \$31.9 million. Per the agreements, payment is only to be made on this amount by Gateway out of "surplus cash" as specifically defined in the loan agreements.

Included in the "Thereafter" amount are amounts due on the Cleveland Development Partnership note payable of \$31.9 million and the Cleveland Foundation/Cuyahoga County note payable of \$1.75 million. The \$31.9 million is not included in prior years' scheduled principal payments because it is only payable out of "surplus cash" as specifically defined in the loan agreement with the Cleveland Development Partnership and after various other obligations are paid first. Based on historical trends, Gateway may, and probably will not earn the required revenues in order for the payment obligation on this note to occur. The \$1.75 million note payable to the County is due to have repayment starting July 1999 (per additional payment under the revolving loan agreement with Cuyahoga County). Based on historical trends, Gateway may, and probably will not earn the required revenues in order for Gateway to meet the repayment obligation on this note.

**E. Debt to Maturity**

The following schedule represents future principal payments on long-term debt:

		Principal		Interest
	2008	\$ 6,510,000		\$ 15,422,824
	2009	6,760,000		15,409,975
	2010	7,030,000		15,396,773
	2011	7,330,000		15,382,764
	2012	7,645,000		15,369,394
	Amount			
	Thereafter	221,440,054		112,672,973
		\$ 256,715,054		\$ 189,654,702

**GATEWAY ECONOMIC DEVELOPMENT CORPORATION OF GREATER CLEVELAND  
CUYAHOGA COUNTY**

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED DECEMBER 31, 2007  
(CONTINUED)**

**7. CAPITAL ASSETS**

Capital asset activity for the year ended December 31, 2007 was as follows:

	<u>1/1/2007</u>	<u>Additions</u>	<u>Deletions</u>	<u>12/31/2007</u>
Non-depreciable capital assets:				
Land	\$ 23,108,049	\$ -	\$ -	\$ 23,108,049
Total non-depreciable capital assets:	23,108,049	-	-	23,108,049
Depreciable capital assets:				
Stadium	179,854,745	-	-	179,854,745
Arena	166,775,691	1,378,572	(254,432)	167,899,831
Site	40,195,778	-	-	40,195,778
Capitalized Costs	23,720,720	-	-	23,720,720
Furniture, Fixtures and Equipment	201,698	-	-	201,698
Total depreciable capital assets:	410,748,632	1,378,572	(254,432)	411,872,772
Less accumulated depreciation:				
Stadium	118,722,790	8,995,668	-	127,718,458
Arena	77,374,271	6,155,994	(254,432)	83,275,833
Site	26,858,519	1,915,215	-	28,773,734
Capitalized Costs	10,081,307	790,691	-	10,871,998
Furniture, Fixtures and Equipment	164,192	7,432	-	171,624
Total accumulated depreciation:	233,201,079	17,865,000	(254,432)	250,811,647
Depreciable net assets, net of				
accumulated depreciation	177,547,553	(16,486,428)	-	161,061,125
Capital assets, net	<u>\$200,655,602</u>	<u>\$(16,486,428)</u>	<u>\$ -</u>	<u>\$184,169,174</u>



**GATEWAY ECONOMIC DEVELOPMENT CORPORATION OF GREATER CLEVELAND  
CUYAHOGA COUNTY**

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED DECEMBER 31, 2007  
(CONTINUED)**

**8. DEFERRED REVENUE**

Deferred revenue at December 31, 2007 consists of the following:

Scoreboard Revenue	\$ 3,333,443
Prepaid Stadium Lease Income	3,166,150
Deferred County Revenue	<u>3,280,403</u>
	9,779,996
Less – current portion	<u>(3,419,782)</u>
	<u>\$ 6,360,214</u>

In December, 1991, Ballpark Management Company, an affiliate of the Cleveland Indians, entered into the Premium Seating License agreements for the benefit of Gateway, with various companies to license private suites at the stadium for ten years beginning in 1994. Deposits and the related interest earned totaling \$21,813,304 at March 31, 1994, were held in an escrow account until substantial completion of the Stadium. The deferred premium seating revenue is amortized over the term of the license agreements beginning in April, 1994, when construction of the Stadium was completed.

In accordance with the Ballpark Management lease agreement, Gateway received \$3,166,150 from the Cleveland Indians representing 2008 debt services on the Stadium Revenue Bonds. The revenue will be recognized upon the payment of debt services, which is paid directly to the Trustee for the Stadium Revenue Bonds by the Cleveland Indians (also see Note 9).

**9. LEASES**

The Memorandum of Understanding (MOU) dated January 1, 2004 between Gateway and the Indians modified the understanding of the parties. The Agreed Rent consists of the funds necessary to permit Gateway to meet its obligations to the Indians under the terms of the lease and common area agreements, including funds to pay ball park real estate taxes, overhead expenses, and common area expenses

The initial lease signed on July, 3, 1991, Gateway entered into a 20 year lease agreement with the Cleveland Indians and Ballpark Management Company providing for the lease of the Stadium and related improvements as well as management and operation of the stadium, Gateway reimbursed the Cleveland Indians for certain preopening marketing costs.

On November 28, 2007 Gateway and the Cavaliers approved a sixth amendment to the lease which reaffirms the Memoranda of Understanding dated February 2, 2004. The lease agreement and prior to that the Memoranda of Understanding between Gateway and the Cavaliers modified the understanding of the parties, whereby the Cavaliers agree to pay Gateway's operating and common area expenses and capital repairs in the arena up to \$500,000 (without aggregation of such capital repairs), thus enabling Gateway to fulfill its obligations to the Cavs under the lease agreement.

The initial lease signed on December 20, 1991, Gateway entered into a 30 year lease agreement with the Cavaliers Division of Nationwide Advertising Services, Inc. providing primarily for the lease of the arena. The lease agreements and subsequent amendments require that Gateway shall cause the County to provide \$120 million to be deposited into the County Guaranty Escrow Fund and used to meet certain arena obligations during the construction period. The Cavaliers lease agreements also provide that Gateway must issue or cause the City of Cleveland to issue on-site parking bonds with proceeds deposited into an On-Site Parking Construction Draw Account (See Note 10).

**GATEWAY ECONOMIC DEVELOPMENT CORPORATION OF GREATER CLEVELAND  
CUYAHOGA COUNTY**

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED DECEMBER 31, 2007  
(CONTINUED)**

**10. PARKING FACILITIES**

On October 15, 1992, the City of Cleveland issued \$71,000,000 for Parking Facility Improvement Revenue Bonds to finance the construction of, among others, the Gateway onsite and offsite garages. The garages are to be owned by the City; however, construction was managed by Gateway.

The City and Gateway have also entered into an agreement providing for the payment of debt services on the City's Parking Bonds. Pursuant to the agreement, Gateway is liable for the debt service on the Parking Bonds allocated to the Gateway Parking Facilities, payable only from the net revenues of the parking facilities. Net revenues from the garages are pledged first to the City for payment of debt service and secondly to the teams in accordance with their lease agreements.

The liability for payment of this debt service lies with the City of Cleveland and, therefore, is not included as a liability on Gateway's balance sheet. Accordingly, the net revenues of the parking facilities are not reflected in Gateway's revenues on their Statement of Activity.

**11. RISK MANAGEMENT**

Gateway has obtained commercial insurance for the following risks:

- Commercial general liability and garage keepers automobile liability.
- Directors, Officers, and Trustees liability

Gateway also provides health, dental, vision, and life insurance for two full-time employees through a group program sponsored by the Council of Smaller Enterprises (COSE).

**12. INCREMENTAL TRANSIENT OCCUPANCY TAX CREDIT**

Gateway, Cuyahoga County and The Convention and Visitors Bureau of Greater Cleveland, Inc. (the "Bureau") entered into a Cooperative Agreement (known commonly as the "Bed Tax Agreement") as of September 15, 1992 (the "Cooperative Agreement") which included a provision that allowed a credit to be given to Gateway as payment on the Cuyahoga County Note Payable (for the Arena Bonds Issued by Cuyahoga County discussed in Note 6, which will be referred to herein as the "Gateway Account"). This amount represents the incremental amount the Bureau receives from the County Transient Occupancy Tax, per Section 5739.024, Ohio Revised Code (the "Bed Tax"), which is understood to be generated by new Gateway attendees' utilization of overnight accommodations in the County (the "Annual Incremental Credit"). This credit was to be determined pursuant to and in accordance with a certain Consultant Agreement to be entered into by and among Cuyahoga County, the Bureau and Gateway. This agreement stated in part that "for 1994 or such later year that the Arena Facility is first used, the Bureau shall credit to the Gateway Account the amount determined pursuant to the Consultant Agreement within 10 days of notice thereof. For succeeding years, the Bureau is to credit to the Gateway Account the applicable Annual Incremental Credit as limited by the Bureau's receipt of Bed Tax revenues, as provided" by the Consultant Agreement. Due to no fault of any of the parties, a Consultant Agreement had never been entered into and the Bureau had never credited any amount to the Gateway Account.

**GATEWAY ECONOMIC DEVELOPMENT CORPORATION OF GREATER CLEVELAND  
CUYAHOGA COUNTY**

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED DECEMBER 31, 2007  
(CONTINUED)**

**12. INCREMENTAL TRANSIENT OCCUPANCY TAX CREDIT (Continued)**

Per an agreement entered into between Gateway, Cuyahoga County and the Bureau on December 22, 1998, the Cooperative Agreement was amended by the parties redefining the Annual Incremental Credit and providing for the deposit by the Bureau to the Gateway Account for calendar years 1994 through 1998 a specific sum of money. Per this agreement, the parties have defined the Annual Incremental Credit to mean the amount of \$200,000 per calendar year for a total of \$1 million dollars, which was credited to the Gateway Account in 1999. For subsequent years, the Annual Incremental Credit will be determined upon Cuyahoga County certifying to the Bureau the amount paid during the calendar year on bond services charges for up to \$75,000,000 on the Arena Bonds (see Note 6) accompanied by a financial statement of Gateway reflecting its need to pay any amount not funded from other Gateway revenue. The Annual incremental Credit for the year 2007 amounted to \$212,180. Such credit will be limited to the difference between the debt service required by the Arena Bonds and the amounts paid by Gateway to Cuyahoga County, if any, along with any other credits. The annual increase of this credit will be capped at no more than 3% greater than the prior calendar year's credit. Since payment of the Annual Incremental Credit will only be advanced upon the aforementioned certification and delivery of a financial statement from Gateway, this revenue will be recognized by Gateway in the year in which the credit is received. The \$1 million for calendar years 1994 through 1998 reflected in 1999, \$186,488 for the year 2000, \$212,180 for the years 2001 through 2007 was reflected on Gateway's Statement of Activity for their respective years, as revenue as well as a corresponding reduction to Long-Term Debt (specifically the Cuyahoga County Note Payable) as reflected on Gateway's balance sheet.

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# Mary Taylor, CPA

Auditor of State

## INDEPENDENT ACCOUNTANTS' REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS REQUIRED BY *GOVERNMENT AUDITING STANDARDS*

Members of the Board of Trustees  
Gateway Economic Development Corporation of Greater Cleveland  
Cuyahoga County  
758 Bolivar Road  
Cleveland, Ohio 44115

We have audited the basic financial statements of the business-type activities of Gateway Economic Development Corporation of Greater Cleveland, Cuyahoga County, Ohio, (Gateway) as of and for the year ended December 31, 2007, and have issued our report thereon dated June 23, 2008. We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in the Comptroller General of the United States' *Government Auditing Standards*.

### Internal Control Over Financial Reporting

In planning and performing our audit, we considered Gateway's internal control over financial reporting as a basis for designing our audit procedures for expressing our opinion on the financial statements, but not to opine on the effectiveness of Gateway's internal control over financial reporting. Accordingly, we have not opined on the effectiveness of Gateway's internal control over financial reporting.

A control deficiency exists when the design or operation of a control does not allow management or employees, in performing their assigned functions, to prevent or detect misstatements on a timely basis. A significant deficiency is a control deficiency, or combination of control deficiencies, that adversely affects Gateway's ability to initiate, authorize, record, process, or report financial data reliably in accordance with its applicable accounting basis, such that there is more than a remote likelihood that Gateway's internal control will not prevent or detect a more than inconsequential financial statement misstatement.

A material weakness is a significant deficiency, or combination of significant deficiencies resulting in more than a remote likelihood that Gateway's internal control will not prevent or detect a material financial statement misstatement.

Our consideration of internal control over financial reporting was for the limited purpose described in the first paragraph of this section and would not necessarily identify all internal control deficiencies that might be significant deficiencies or material weaknesses. We did not identify any deficiencies in internal control over financial reporting that we consider material weaknesses, as defined above.

We noted a certain matter that we reported to Gateway's management in a separate letter dated June 23, 2008.

### **Compliance and Other Matters**

As part of reasonably assuring whether Gateway's financial statements are free of material misstatement, we tested its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could directly and materially affect 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 an opinion. The results of our tests disclosed no instances of noncompliance or other matters we must report under *Government Auditing Standards*.

We intend this report solely for the information and use of the Board of Trustees, the audit committee and management. We intend it for no one other than these specified parties.

A handwritten signature in cursive script that reads "Mary Taylor".

**Mary Taylor, CPA**  
Auditor of State

June 23, 2008



**Mary Taylor, CPA**  
Auditor of State

**GATEWAY ECONOMIC DEVELOPMENT CORPORATION**  
**CUYAHOGA COUNTY**

**CLERK'S CERTIFICATION**

This is a true and correct copy of the report which is required to be filed in the Office of the Auditor of State pursuant to Section 117.26, Revised Code, and which is filed in Columbus, Ohio.

*Susan Babbitt*

**CLERK OF THE BUREAU**

**CERTIFIED**  
**JULY 3, 2008**