

**LIEN FORWARD OHIO
(A COMPONENT UNIT OF MAHONING COUNTY)**

INDEPENDENT AUDITORS' REPORT

DECEMBER 31, 2010



Dave Yost • Auditor of State

Members of the Governing Board
Lien Forward Ohio
20 West Federal Place, Suite M-5A
Youngstown, Ohio 44503

We have reviewed the *Independent Auditors' Report* of the Lien Forward Ohio, Mahoning County, prepared by Cohen & Company, for the audit period January 1, 2010 through December 31, 2010. Based upon this review, we have accepted these reports in lieu of the audit required by Section 117.11, Revised Code. The Auditor of State did not audit the accompanying financial statements and, accordingly, we are unable to express, and do not express an opinion on them.

Our review was made in reference to the applicable sections of legislative criteria, as reflected by the Ohio Constitution, and the Revised Code, policies, procedures and guidelines of the Auditor of State, regulations and grant requirements. The Lien Forward Ohio is responsible for compliance with these laws and regulations.

A handwritten signature of Dave Yost in black ink.

Dave Yost
Auditor of State

July 29, 2011

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**LIEN FORWARD OHIO
(A COMPONENT UNIT OF MAHONING COUNTY)**

DECEMBER 31, 2010

TABLE OF CONTENTS

INDEPENDENT AUDITORS' REPORT	2 - 3
MANAGEMENT'S DISCUSSION AND ANALYSIS.....	4 - 8
STATEMENT OF NET ASSETS	
December 31, 2010.....	9
STATEMENT OF ACTIVITIES	
Year ended December 31, 2010.....	10
BALANCE SHEET GOVERNMENTAL FUNDS	
December 31, 2010.....	11
STATEMENT OF REVENUES, EXPENDITURES AND CHANGES	
IN FUND BALANCES GOVERNMENTAL FUNDS	
Year ended December 31, 2010.....	12
RECONCILIATION OF THE STATEMENT OF REVENUES, EXPENDITURES	
AND CHANGES IN FUND BALANCES OF GOVERNMENTAL FUNDS	
TO THE STATEMENT OF ACTIVITIES.....	13
NOTES TO THE BASIC FINANCIAL STATEMENTS.....	14 - 21
SCHEDULE OF GENERAL FUND EXPENDITURES BUDGET AND ACTUAL.....	22
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	23 - 24

GOVERNING BOARD OF LIEN FORWARD OHIO

Independent Auditors' Report

We have audited the accompanying financial statements of the governmental activities and each major fund (General and Special Revenue) of Lien Forward Ohio (a component unit of Mahoning County) as of and for the year ended December 31, 2010, which collectively comprise Lien Forward Ohio's (the Organization) basic financial statements as listed in the table of contents. These financial statements are the responsibility of the Organization'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 *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 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 the significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that 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 governmental activities, and each major fund, of Lien Forward Ohio as of December 31, 2010, and the respective changes in financial position thereof 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 28, 2011 on our consideration of Lien Forward Ohio'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* and should be considered in assessing the results of our audit.

The management's discussion and analysis on pages 4 - 8 is not a required part of the basic financial statements but is supplementary information required by accounting principles generally accepted in the United States of America. We have applied certain limited procedures, which consisted principally of inquiries of management regarding the methods of measurement and presentation of the required supplementary information. However, we did not audit the information and express no opinion on it.

Our audit was conducted for the purpose of forming opinions on the financial statements that collectively comprise Lien Forward Ohio's basic financial statements. The schedule of expenditures – budget and actual is presented for the purpose of additional analysis and is not a required part of the basic financial statements. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

Cohen & Company Ltd.

June 28, 2011
Youngstown, Ohio

***Management's Discussion and Analysis
For the Year Ended December 31, 2010
Unaudited***

This discussion and analysis of Lien Forward Ohio's financial performance provides an overall review of the Organization's financial activities for the year ended December 31, 2010. The intent of this discussion and analysis is to look at the Organization's financial performance as a whole; readers should also review the basic financial statements to enhance their understanding of the Organization's financial performance.

Financial Highlights

Key financial highlights for 2010 which was the fourth year of operations are as follows:

- The assets of the Organization exceeded its liabilities at the close of the year ended December 31, 2010, by \$330,352 (net assets).
- At the end of the current fiscal year, the Organization's governmental funds reported an ending fund balance of \$346,583, all of which is available to fund future operations.
- The Organization received \$90,000 from the City of Youngstown, Ohio and \$300,000 from Mahoning County to fund operations related to city and county properties.
- Payroll and related payroll tax expenses represent 58% of total operating expenses.
- Lien Forward Ohio Community Foundation (the Foundation), a blended component unit of the Organization, received \$50,135 in grants and contributions in 2010 from the Wean Foundation, V&M Star and the Home Savings Charitable Foundation.

Using this Annual Financial Report

This annual report consists of a series of financial statements and notes to those statements. These statements are organized so the reader can understand the Organization as a financial whole or as an entire operating entity.

The statements provide information about the activities of the whole Organization reconciled with adjusting entries to the Organization's fund financial statements.

Reporting Lien Forward Ohio as a Whole

While this document contains information about the funds used by the Organization to provide services, the view of the Organization as a whole looks at all financial transactions and asks the question, "How did we do financially during 2010?" The Statement of Net Assets and the Statement of Activities answer this question. These statements include all assets and liabilities using the accrual basis of accounting similar to the accounting used by private sector companies. This basis of accounting takes into account all of the current year's revenues and expenses regardless of when the cash is received or paid.

The government-wide statements can be found on pages 9 - 10 of this report.

***Management's Discussion and Analysis
For the Year Ended December 31, 2010
Unaudited***

Fund Financial Statements

A fund is a grouping of related accounts that is used to maintain control over resources that have been segregated for specific activities or objectives. The Organization, like other state and local government entities, uses fund accounting to ensure and demonstrate compliance with finance-related legal requirements. Fund financial reports provide detailed information about the Organization's major funds which are the general fund which encompasses all of the Organization's activities and the special revenue fund which includes the Foundation's operations.

Reporting the Organization's Funds

Governmental Funds: Governmental funds are used to account for essentially the same functions reported in the government-wide financial statements. However, unlike the government-wide financial statements, governmental fund financial statements focus on current sources and uses of spendable resources, as well as on balances of spendable resources available at the end of the fiscal year. Such information may be useful in evaluating a government's near-term financing requirements.

Because the focus of governmental funds is different than that of the government-wide financial statements, it is useful to compare the information presented for governmental funds with the government-wide financial statements. By doing so, readers may better understand the long-term impact of the government's near-term financing decisions. The statements provide a reconciliation to facilitate a comparison between governmental funds and governmental activities.

The governmental fund financial statements can be found on pages 11 – 12 of this report.

Notes to the Basic Financial Statements: The notes provide additional information that is essential to a full understanding of the data provided in the financial statements. The notes to the basic financial statements begin on page 14 of this report.

As noted earlier, net assets may serve over time as a useful indicator of a government's financial position. In the case of the Organization, assets exceeded liabilities by \$330,352 at December 31, 2010 and \$332,385 at December 31, 2009. Of total net assets, \$291,448 and \$282,776 are unrestricted as of December 31, 2010 and 2009, respectively.

Management's Discussion and Analysis
For the Year Ended December 31, 2010
Unaudited

Government-wide Financial Analysis

Table 1 provides a summary of the Organization's net assets for 2010 and 2009.

	Table 1 Net Assets (In Thousands)	
	2010 Governmental Activities	2009 Governmental Activities
Assets		
Cash and Cash Equivalents	\$ 382	\$ 412
Restricted Cash	13	
Accounts Receivable		1
Prepaid Insurance	5	4
Capital Assets, Net	5	10
<i>Total Assets</i>	<u>405</u>	<u>427</u>
Liabilities		
Current Liabilities	<u>75</u>	<u>95</u>
<i>Total Liabilities</i>	<u>75</u>	<u>95</u>
Net Assets		
Invested in Capital	5	10
Restricted	34	40
Unrestricted	<u>291</u>	<u>282</u>
<i>Total Net Assets</i>	<u>\$ 330</u>	<u>\$ 332</u>

Table 2 below provides a summary of the changes in net assets for 2010 and 2009.

	Table 2 Changes in Net Assets (In Thousands)	
	2010 Governmental Activities	2009 Governmental Activities
Program revenues	\$ 64	\$ 56
General revenues	<u>482</u>	<u>443</u>
<i>Total Revenues</i>	<u>546</u>	<u>499</u>
Expenditures		
General	<u>548</u>	<u>472</u>
<i>Increase(Decrease) in Net Assets</i>	<u>\$ (2)</u>	<u>\$ 27</u>

Wages and related benefits and taxes accounted for 58% of total expenses in 2010 and 69% in 2009.

Revenues from Mahoning County included operating funds of \$300,000 accounting for 55% of revenues in 2010. Revenues from the City of Youngstown included donated rent of \$9,906 and operating funds of \$90,000 accounting for 18% of revenues in 2010.

***Management's Discussion and Analysis
For the Year Ended December 31, 2010
Unaudited***

Financial Analysis of the Organization's Funds

As noted earlier, the Organization uses fund accounting to ensure and demonstrate compliance with finance-related legal requirements.

The general fund is the chief operating fund of the Organization. At December 31, 2010, the unreserved fund balance of the general fund was \$326,206. As a measure of the general fund's liquidity, it may be useful to compare the unreserved fund balance to total fund expenditures. At December 31, 2010, unreserved fund balance represents approximately 69% of the total general fund expenditures.

The special revenue fund includes operations of the Foundation, which is a blended component unit of the Organization. This fund's purpose is to receive grant funds that can be contributed to Lien Forward Ohio's general fund to cover operating expenses. At December 31, 2010, the unreserved fund balance of the special revenue fund was \$20,377, which totaled approximately 29% of the fund's expenditures.

Capital Assets

The Organization's investment in capital assets for its governmental activities as of December 31, 2010, amounts to approximately \$5,000 (net of accumulated depreciation). This investment in capital assets includes software, computers, furniture and equipment. Note 5 provides capital asset activity during 2010.

Current Issues

The challenge for all governments is to provide quality services to the public while staying within the restrictions imposed by limited, and in some cases shrinking, funding. Lien Forward Ohio has been organized to provide services on a cost efficient basis to residents of Mahoning County.

In March 2010, the Ohio Legislature authorized creation of county-level land reutilization corporations, or land banks, in more than 40 eligible counties. The purpose of land banks is to facilitate reclamation, rehabilitation and reutilization of vacant, abandoned, tax-foreclosed property. Distressed properties that require legal action are transferred to land banks in an accelerated process, compared to previous tax foreclosures. Land banks also can demolish or improve structures as needed, assemble land for future development, and assist local governments in the acquisition and maintenance of vacant properties. Land bank funding sources include penalties and interest collected by the County Treasurer on delinquent real estate, a 5 percent assessment charge on all real estate taxes collected, bonds and other financing as permitted by Ohio Revised Code.

***Management's Discussion and Analysis
For the Year Ended December 31, 2010
Unaudited***

Current Issues (Continued)

Mahoning County Commissioners voted in February 2011 to create the Mahoning County Land Reutilization Corporation. In June 2011, the Mahoning CLRC's Board of Directors expressed interest in contracting with Lien Forward Ohio for land bank administrative services. A vote on that contract is anticipated in July 2011.

Contacting Lien Forward Ohio's Financial Management

This financial report is designed to provide citizens, taxpayers, investors, and creditors with a general overview of the Organization's finances and to reflect the Organization's accountability for the monies it receives. Questions concerning any of the information in this report or requests for additional information should be directed to Mrs. Debora Flora, Executive Director, Lien Forward Ohio, 20 W Federal Place, Suite M-5A, Youngstown, Ohio 44503, 330-259-1040.

STATEMENT OF NET ASSETS

DECEMBER 31, 2010

ASSETS

Cash and cash equivalents	\$ 394,872
Inventory	300
Prepaid insurance	4,691
Capital assets, net of accumulated depreciation	5,218
Other assets	173
Total assets	<u>405,254</u>

LIABILITIES

Accounts payable	2,450
Accrued wages and benefits	30,447
Accrued payroll taxes	3,433
Other accrued liabilities	929
Client funds held in escrow	37,643
Total liabilities	<u>74,902</u>

COMMITMENT

NET ASSETS

Invested in capital assets	5,218
Restricted expendable - Special project	13,309
Restricted expendable - Outreach activities	20,377
Unrestricted	<u>291,448</u>
 Total net assets	 <u>\$ 330,352</u>

STATEMENT OF ACTIVITIES

YEAR ENDED DECEMBER 31, 2010

EXPENSES:

General government:

Personnel expenses	\$ 320,726
Training expenses	4,140
Contractual services	32,330
Office expense	4,915
Occupancy	16,190
Depreciation	4,383
Professional fees	24,506
Travel	1,471
Promotions	231
Other expenses	3,403
Cost of sales	107
Cost of lien transfers:	
Contractual - Legal	15,669
Fees and other charges	120,450
Total expenses	<u>548,521</u>

REVENUES:

Program revenues:

Operating grants and contributions	80,845
Charges for services	8,591
Sales	150
Client expense reimbursements	55,410
Total program revenues	<u>144,996</u>
Net program expense	<u>403,525</u>

General revenues:

Intergovernmental revenue	390,000
Donated facilities	9,906
Interest income	1,586
Total general revenues	<u>401,492</u>

CHANGE IN NET ASSETS (2,033)NET ASSETS - BEGINNING OF YEAR 332,385NET ASSETS - END OF YEAR \$ 330,352

**BALANCE SHEET
GOVERNMENTAL FUNDS**

DECEMBER 31, 2010

	General Fund	Special Revenue Fund	Total
ASSETS			
Cash and cash equivalents	\$ 373,157	\$ 21,715	\$ 394,872
Accounts receivable			
Interfund receivable		300	300
Inventory		4,691	4,691
Prepaid insurance			173
Other assets	173		173
 Total assets	 <u>\$ 378,021</u>	 <u>\$ 22,015</u>	 <u>\$ 400,036</u>
LIABILITIES			
Accounts payable	\$ 2,450		\$ 2,450
Accrued wages and benefits	8,089	\$ 909	8,998
Accrued payroll taxes	3,433		3,433
Other accrued liabilities	200	729	929
Client funds held in escrow	37,643		37,643
Total liabilities	<u>51,815</u>	<u>1,638</u>	<u>53,453</u>
FUND BALANCES			
Unreserved:			
Designated for awarded financial aid	178,883		178,883
Designated for unawarded financial aid	77,035		77,035
Restricted	13,309		13,309
Undesignated	56,979		56,979
Reported in special revenue fund		20,377	20,377
 Fund balance - Unreserved	 <u>326,206</u>	<u>20,377</u>	<u>346,583</u>
 Total liabilities and fund balance	 <u>\$ 378,021</u>	<u>\$ 22,015</u>	

Amounts reported for governmental activities in the statement of net assets are different because:

Capital assets used in governmental activities are not financial resources and therefore not reported in the funds	5,218
Compensated absence liabilities are not due and payable in the current period and therefore not reported in the funds	(21,449)
Net assets of governmental activities	<u>\$ 330,352</u>

**STATEMENT OF REVENUES, EXPENDITURES
AND CHANGES IN FUND BALANCES
GOVERNMENTAL FUNDS**

YEAR ENDED DECEMBER 31, 2010

	General Fund	Special Revenue Fund	Total
REVENUES:			
Intergovernmental revenue	\$ 390,000		\$ 390,000
Operating grants and contributions	30,710	\$ 50,135	80,845
Charges for services	8,591		8,591
Sales		150	150
Donated facilities	9,906		9,906
Client expense reimbursements	55,410		55,410
Interest income	1,432	154	1,586
Total revenues	<u>496,049</u>	<u>50,439</u>	<u>546,488</u>
EXPENDITURES:			
Current:			
General government			
Personnel expenses	280,613	36,298	316,911
Training expenses	3,830	310	4,140
Contractual services	2,225	30,105	32,330
Office expense	4,915		4,915
Occupancy	16,190		16,190
Professional fees	21,742	2,764	24,506
Travel	1,243	228	1,471
Promotions	51	180	231
Other expenses	3,325	78	3,403
Cost of sales		107	107
Cost of lien transfers:			
Contractual - Legal	15,669		15,669
Fees and other charges	<u>120,450</u>		<u>120,450</u>
Total expenditures	<u>470,253</u>	<u>70,070</u>	<u>540,323</u>
EXCESS OF REVENUES OVER (UNDER) EXPENDITURES/ NET CHANGE IN FUND BALANCES			
	25,796	(19,631)	6,165
FUND BALANCES - BEGINNING OF YEAR	<u>300,410</u>	<u>40,008</u>	<u>340,418</u>
FUND BALANCES - END OF YEAR	<u>\$ 326,206</u>	<u>\$ 20,377</u>	<u>\$ 346,583</u>

The accompanying notes are an integral part of these statements.

RECONCILIATION OF THE STATEMENT OF REVENUES,
EXPENDITURES AND CHANGES IN FUND BALANCES OF
GOVERNMENTAL FUNDS TO THE STATEMENT OF ACTIVITIES

YEAR ENDED DECEMBER 31, 2010

Net change in fund balances - Total governmental funds	\$ 6,165
Amounts reported for governmental activities in the statement of activities are different because:	
Governmental funds report capital outlays as expenditures. However, in the statement of activities the cost of the assets is allocated over their estimated useful lives and reported as depreciation expense	(4,383)
Depreciation	
Compensated absence expenses reported in the statement of activities do not require the use of current financial resources and therefore are not reported as expenditures in the funds	<u>(3,815)</u>
Change in net assets of governmental activities	<u>\$ (2,033)</u>

NOTES TO THE BASIC FINANCIAL STATEMENTS

1. DESCRIPTION OF THE ENTITY

Lien Forward Ohio (the Organization) is a regional council of governments formed in November 2005 pursuant to Chapter 167 of the Ohio Revised Code by a partnership between Mahoning County and the City of Youngstown. The Governing Board (the Board) includes representatives from those governments. The Organization is considered a component unit of Mahoning County. The purpose of the Organization is to return vacant, tax-delinquent land to productive use. All revenues are received from Mahoning County, the City of Youngstown, or the residents of Mahoning County.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The financial statements of the Organization have been prepared in conformity with accounting principles generally accepted in the United States of America (GAAP) as applied to governmental units. The Governmental Accounting Standards Board (GASB) is the accepted standard-setting body for establishing governmental accounting and financial reporting principles. The Organization also applies Financial Accounting Standards Board (FASB) Statements and Interpretations issued on or before November 30, 1989, to its governmental activities provided they do not conflict with or contradict GASB pronouncements. The more significant of the Organization's accounting policies are described below.

Reporting Entity

The accompanying financial statements present the Organization and its component unit (Lien Forward Ohio Community Foundation), an entity for which the Organization is considered to be financially accountable. The blended component unit, although a legally separate entity, is, in substance, part of the Organization's operations.

The Lien Forward Ohio Community Foundation (the Foundation) receives grant funds which are contributed to Lien Forward Ohio for the purpose of covering certain expenses. The Board of the Foundation is substantially the same as the Organization's Board. The Foundation is reported as a special revenue fund.

Government-Wide Financial Statements

The government-wide financial statements (i.e., the Statement of Net Assets and the Statement of Activities) report information on all of the activities of the Organization and its blended component unit.

The government-wide statements are prepared using the economic resources measurement focus and the accrual basis of accounting. This approach differs from the manner in which governmental fund financial statements are prepared. The financial statements include adjustments with explanations to better identify the relationship between the government-wide statements and the statements for governmental funds.

NOTES TO THE BASIC FINANCIAL STATEMENTS

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Government-Wide Financial Statements (continued)

Net assets are reported as restricted when constraints placed on net asset use are either externally imposed by creditors (such as through debt covenants), grantors, contributors, or laws or regulations of other governments or imposed by law through constitutional provisions or enabling legislation.

Fund Financial Statements

The accounts of the Organization are organized and operated on the basis of funds. A fund is an independent fiscal and accounting entity with a self-balancing set of accounts. Fund accounting segregates funds according to their intended purpose and is used to aid management in demonstrating compliance with finance-related legal and contractual provisions. The minimum number of funds is maintained consistent with legal and managerial requirements.

The Organization has the following fund type:

Governmental funds are used to account for the Organization's general government activities. Governmental fund types use the flow of current financial resources measurement focus and the modified accrual basis of accounting. Under the modified accrual basis of accounting, revenues are recognized when susceptible to accrual (i.e., when they are "measurable and available"). The Organization considers all revenues available if they are collected within 60 days after year end. Expenditures are recorded when the related fund liability is incurred.

The major governmental funds are the general fund and special revenue fund. The general fund is the Organization's primary operating fund. It accounts for all financial resources of the Organization. The special revenue fund represents the activities of the blended component unit which accounts for grants and contributions received to support the Organization.

Revenue – Exchange and Non-exchange Transactions

Revenue resulting from exchange transactions, in which each party gives and receives essentially equal value, is recorded on the accrual basis when the exchange takes place. Exchange transactions include fees received from clients for reimbursements of lien transfer expenses. On a modified accrual basis, revenue is recorded in the fiscal year in which the resources are measurable and become available. "Measurable" means the amount of the transaction can be determined, and "available" means collectible within the current fiscal year or soon enough thereafter to be used to pay liabilities of the current fiscal year. For the Organization, "available" means expected to be received within 60 days of the fiscal year end.

Non-exchange transactions, in which the Organization receives value without directly giving equal value in return, include intergovernmental revenue and certain grants. This revenue is recognized in the fiscal year in which all eligibility requirements have been satisfied. Eligibility requirements include timing requirements, which specify the year when use is first permitted. On a modified accrual basis, revenue from non-exchange transactions must also be available before it can be recognized.

NOTES TO THE BASIC FINANCIAL STATEMENTS

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Expenditure Recognition

The measurement focus of governmental fund accounting is on decreases in net financial resources (expenditures) rather than expenses. Most expenditures are measurable and are recorded when the related fund liability is incurred. Allocations of costs, such as depreciation and amortization, are not recognized in the governmental funds.

Cash and Cash Equivalents

The Organization's cash and cash equivalents are considered to be cash on hand, demand deposits, money market funds and short-term investments with original maturities of three months or less from the date of acquisition.

Capital Assets

Capital assets include furniture, fixtures and equipment owned by the Organization. These assets are reported in the government-wide financial statements. The Organization defines capital assets as assets with an initial, individual cost of \$500 or more. Capital assets are stated on the basis of historical cost, or, if contributed, at fair value on the dates received.

Major outlays for capital assets and improvements are capitalized as the projects are constructed. The costs of normal maintenance and repairs that do not add to the value of the asset or materially extend the asset's life are not capitalized. Interest incurred during the construction phase of capital assets is included as part of the capitalized value of the assets constructed. Depreciation is computed using the straight-line method over the useful lives of 5 to 7 years.

Compensated Absences

Vacation time benefits are accrued as a liability as the benefits are earned if the employees' rights to receive compensation are attributed to services already rendered and it is probable that the Organization will compensate the employees for the benefits through paid time off or some other means. The Organization records a liability for accumulated unused vacation time when earned for all employees with more than one year of service.

Sick leave benefits are accrued as a liability using the termination method. An accrual for sick leave is made to the extent that it is probable that the benefits will result in termination payments. The liability is an estimate based on the Organization's expected likelihood of making termination payments.

On governmental fund financial statements, compensated absences are recognized as a liability and expenditure to the extent payments come due each period upon the occurrence of employee resignations and retirements.

Prepaid Expenses

Certain payments to vendors reflect costs applicable to future periods and are recorded as prepaid expenses in both government-wide and fund financial statements.

NOTES TO THE BASIC FINANCIAL STATEMENTS

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Accounting Estimates

The preparation of financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. Actual results may differ from those estimates.

Budgetary Information

Beginning in 2007, annual budgets are adopted for general fund expenditures. The budget is prepared by the Executive Director and approved by the Governing Board of Lien Forward Ohio. As this is not required by State statute, the budget is not considered to be legally adopted. The budget is prepared by fund and function. Budget amounts may be amended periodically by the Board.

Net Assets

Net assets represents the difference between assets and liabilities. Net assets invested in capital assets consists of capital assets, net of accumulated depreciation. Net assets are reported as restricted when there are limitations imposed on their use either through the enabling legislation adopted by the Organization or through external restrictions imposed by creditors, grantors, laws, or regulations of other governments.

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

Fund Equity

Designations of fund balance represent tentative management plans that are subject to change.

3. TRANSACTIONS WITH RELATED PARTIES

During 2010, Mahoning County (the County) appropriated \$300,000 to the Organization.

During 2010, the City of Youngstown appropriated \$90,000 to the Organization for program operations and to subsidize property acquisitions by qualified groups and individuals. The City of Youngstown also donated 2010 rent in the amount of \$9,906, which was classified as donated services.

NOTES TO THE BASIC FINANCIAL STATEMENTS

4. CASH AND CASH EQUIVALENTS

The investments and deposits of the Organization are governed by the provisions of the Ohio Revised Code. In accordance with these statutes, only financial institutions located in Ohio are eligible to hold public deposits. The statutes also permit the Organization to invest monies in certificates of deposit, savings accounts, money market accounts, the State Treasurer's investment pool (STAROhio) and obligations of the United States government or certain agencies thereof. The Organization may also enter into repurchase agreements with any eligible depository for a period not exceeding 30 days. Public depositories must give security for all public funds on deposit. These institutions may either specifically collateralize individual accounts in lieu of amounts insured by the Federal Deposit Insurance Corporation (FDIC), or may pledge a pool of government securities with a market value equal to 105% of public monies on deposit at the institution. Repurchase agreements must be secured by the specific government securities upon which the repurchase agreements are based. These securities must be obligations of or guaranteed by the United States and mature or be redeemable within five years of the date of the related purchase agreement. The market value of the securities subject to a repurchase agreement must exceed the value of the principal by 2% and be marked to market daily. State law does not require that securities maintained for public deposits and investments be held in the Organization's name.

Deposits

Custodial credit risk is the risk that, in the event of a bank failure, the Organization's deposits may not be returned. All deposits are collateralized with eligible securities in amounts equal to at least 105% of the carrying value of the deposits. Such collateral, as permitted by the Ohio Revised Code, is held in single financial institution collateral pools at Federal Reserve Banks, or at member banks of the federal reserve system, in the name of the respective depository bank and pledged as a pool of collateral against all of the public deposits it holds.

All deposits are held in checking and savings bank accounts at Huntington National Bank and First National Bank. At December 31, 2010, the book amount of the Organization's deposits in the bank accounts was \$394,872 and the cash balance per the bank statements was \$406,641. Of the bank balance, \$318,663 was covered by federal depository insurance and \$87,978 was collateralized by a pool of securities maintained by the financial institution but not in the organization's name.

NOTES TO THE BASIC FINANCIAL STATEMENTS

5. CAPITAL ASSETS

Capital asset activity for the year ended December 31, 2010 was as follows:

	<u>Balance 01/01/10</u>	<u>Increases</u>	<u>Decreases</u>	<u>Balance 12/31/10</u>
Governmental Activities:				
<i>Capital assets being depreciated:</i>				
Office equipment	\$ 1,047			\$ 1,047
Computers	12,735			12,735
Furniture and fixtures	2,057			2,057
Leasehold improvements	6,375			6,375
<i>Total capital assets being depreciated</i>	<u>22,214</u>			<u>22,214</u>
<i>Less accumulated depreciation for:</i>				
Office equipment	536	\$ 149		685
Computers	6,362	2,548		8,910
Furniture and fixtures	1,438	411		1,849
Leasehold improvements	4,277	1,275		5,552
<i>Total accumulated depreciation</i>	<u>12,613</u>	<u>4,383</u>		<u>16,996</u>
<i>Governmental activities capital assets, net</i>	<u>\$ 9,601</u>	<u>\$ (4,383)</u>	<u>\$ _____</u>	<u>\$ 5,218</u>

Depreciation expense charged to governmental activities totaled \$4,383 for 2010.

6. PENSION OBLIGATIONS AND OTHER POST-EMPLOYMENT BENEFITS

OPERS

The Ohio Public Employees Retirement System (OPERS) administers three separate pension plans as described below:

1. **The Traditional Pension Plan** – A cost sharing, multiple-employer defined benefit pension plan.
2. **The Member-Directed Plan** – A defined contribution plan in which the member invests both member and employer contributions (employer contributions vest over five years at 20% per year). Under the Member-Directed Plan, members accumulate retirement assets equal to the value of member and (vested) employer contributions, and investment earnings.
3. **The Combined Plan** – A cost sharing, multiple-employer defined benefit pension plan. Under the Combined Plan, OPERS invests employer contributions to provide a formula retirement benefit similar in nature to the Traditional Pension Plan benefit. Member contributions, the investments of which are self-directed by the members, accumulate retirement assets in a manner similar to the Member-Directed Plan.

NOTES TO THE BASIC FINANCIAL STATEMENTS

6. PENSION OBLIGATIONS AND OTHER POST-EMPLOYMENT BENEFITS (Continued)

OPERS (continued)

All full-time employees participate in the Traditional Pension Plan. OPERS provides retirement, disability, survivor and death benefits, and annual cost-of-living adjustments to members of the Traditional Pension and Combined Plans. Members of the Member-Directed Plan do not qualify for ancillary benefits. Authority to establish and amend benefits is provided in Chapter 145 of the Ohio Revised Code. OPERS issues a stand-alone financial report. Interested parties may obtain a copy by writing to OPERS, 277 East Town Street, Columbus, Ohio 43215-4642, or by calling 614-222-6701 or 800-222-7377.

The Ohio Revised Code provides statutory authority for members and employer contributions. For 2010, member and employer contribution rates were consistent across all three plans. The 2010 member contribution rate was 10%. The 2010 employer contribution rate was 14% of covered payroll, 8.5% was the portion used to fund pension obligations for January 1 through February 28, 2010 and 9% was the portion used to fund pension obligations from March 1 through December 31, 2010. The Organization's required contributions for pension obligations to OPERS for the years ended December 31, 2010, 2009 and 2008 were \$31,837, \$29,009, and \$21,107, respectively. At December 31, 2010, 94% had been contributed for 2010. The 2009 and 2008 contributions were paid in full.

Other Post-Employment Benefits

The Ohio Public Employees Retirement System maintains a cost-sharing multiple employer defined benefit post-employment healthcare plan, which includes a medical plan, prescription drug program, and Medicare Part B premium reimbursement, to qualifying members of the Traditional Pension and the Combined Plans. In order to qualify for postretirement health care coverage, age-and-service retirees must have 10 or more years of qualifying Ohio service credit. Health care coverage for disability benefit recipients and qualified survivor benefit recipients is available. The health care coverage provided by OPERS meets the definition of an Other Post Employment Benefit (OPEB) as described in GASB Statement No. 45.

The Ohio Revised Code permits, but does not mandate, OPERS to provide OPEB benefits to its eligible members and beneficiaries. Authority to establish and amend benefits is provided in Chapter 145 of the Ohio Revised Code. OPERS issues a stand-alone financial report. Interested parties my obtain a copy by writing OPERS, 277 East Town Street, Columbus, OH 43215-4642 or by calling 614-222-5601 or 800-222-7377. The Ohio Revised Code provides the statutory authority requiring public employers to fund post retirement health care through their contributions to OPERS. A portion of each employer's contribution to OPERS is set aside for the funding of postretirement health care benefits. Employer contributions are expressed as a percentage of the covered payroll of active members. In 2010, the employer rate was 14% of covered payroll. The Ohio revised Code currently limits the employer contribution to a rate not to exceed 14% of covered payroll for state and local employer units. Active members do not make contributions to the OPEB Plan.

NOTES TO THE BASIC FINANCIAL STATEMENTS

6. PENSION OBLIGATIONS AND OTHER POST-EMPLOYMENT BENEFITS (Continued)

Other Post-Employment Benefits (continued)

OPERS' Post Employment Health Care plan was established under, and is administered in accordance with, Internal Revenue Code 401(h). Each year, the OPERS Board of Trustees determined the portion of the employer contribution rate that will be set aside for funding of post employment health care benefits. The portion of employer contributions allocated to health care for members in the Traditional Plan was 5.5% from January 1 through February 28, 2010 and 5% was the portion used to fund healthcare from March 1 through December 31, 2010. The portion of the Organization's 2010, 2009, and 2008 contributions actually used to fund postretirement benefits was \$19,102, \$23,394, and \$21,107 respectively. The OPERS Board of Trustees is also authorized to establish rules for the payment of a portion of the health care benefits provided, by the retiree or their surviving beneficiaries. Payment amounts vary depending on the number of covered dependents and the coverage selected.

7. RISK MANAGEMENT

The Organization is exposed to various risks of loss related to torts and general liability; theft of, damage to, and destruction of assets, natural disasters; errors and omissions; and injuries to employees. The Organization maintains insurance to cover these risks. There have been no claims or settlements since the inception of the Organization.

8. COMMITMENT

Lease

The Organization rents office space under an operating lease with the City of Youngstown, expiring through 2012. The lease calls for an annual rent payment of \$1 plus an allocation of expenses not to exceed \$2,843 per year. The fair value of the rent for 2010 of \$9,906 was recorded as donated services.

9. SUBSEQUENT EVENT

During 2010, the Organization received grant funding for start-up costs for a land bank. Upon approval by Mahoning County in February 2011 to create a separate land bank organization, the Organization ceased taking new applications for assistance to purchase tax-delinquent land with the expectation that the land bank will be established in the second half of 2011 to take over the tax-delinquent land transactions. It is anticipated that the Organization will provide services to the land bank in the future.

**SCHEDULE OF GENERAL FUND EXPENDITURES
BUDGET AND ACTUAL**

YEAR ENDED DECEMBER 31, 2010

	General Fund		Variance Positive (Negative)	
	Revised Budget	Actual		
EXPENDITURES:				
Current				
Operations:				
Personnel expenses	\$ 280,386	\$ 280,613	\$ (227)	
Training expenses		3,830	(3,830)	
Contractual services	2,500	2,225	275	
Office expense	6,680	4,915	1,765	
Occupancy	6,375	16,190	(9,815)	
Professional fees	13,000	21,742	(8,742)	
Travel	1,114	1,243	(129)	
Promotions	150	51	99	
Other expenses	1,825	3,325	(1,500)	
Cost of lien transfers:				
Contractual - Legal	12,875	15,669	(2,794)	
Fees and other charges		120,450	(120,450)	
Total expenditures	<u>\$ 324,905</u>	<u>\$ 470,253</u>	<u>\$ (145,348)</u>	

GOVERNING BOARD OF LIEN FORWARD OHIO

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

We have audited the financial statements of the governmental activities and each of the major funds of Lien Forward Ohio (the Organization) as of and for the year ended December 31, 2010, which collectively comprise the Organization's basic financial statements and have issued our report thereon dated June 28, 2011. 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 *Government Auditing Standards*, issued by the Comptroller General of the United States.

Internal Control Over Financial Reporting

In planning and performing our audit, we considered the Organization's internal control over financial reporting as a basis for designing our auditing procedures for the purpose of expressing our opinions on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Organization's internal control over financial reporting. Accordingly, we do not express an opinion on the effectiveness of the Organization's internal control over financial reporting.

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 a 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.

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

Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Organization'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 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*.

We noted certain matters that we reported to management of the Organization in a separate letter dated June 28, 2011.

This report is intended solely for the information and use of the Governing Board and the State of Ohio, and is not intended to be and should not be used by anyone other than these specified parties.

Cohen & Company Ltd.

June 28, 2011
Youngstown, Ohio



Dave Yost • Auditor of State

LIEN FORWARD OHIO

MAHONING 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.

A handwritten signature in cursive script that reads "Susan Babbitt".

CLERK OF THE BUREAU

**CERTIFIED
AUGUST 11, 2011**