



# WESTERVILLE INDUSTRY AND COMMERCE CORPORATION FRANKLIN COUNTY DECEMBER 31, 2020 AND 2019

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#### INDEPENDENT AUDITOR'S REPORT

Westerville Industry and Commerce Corporation Franklin County 21 South State Street Westerville, Ohio 43086

To the Board of Trustees:

#### Report on the Financial Statements

We have audited the accompanying financial statements of the Westerville Industry and Commerce Corporation, Franklin County, Ohio (the Corporation), (a not-for-profit corporation), which comprise the statement of financial position as of December 31, 2020 and 2019, the related statements of activities and cash flows for the years then ended, and the related notes to the financial statements.

### Management's Responsibility for the Financial Statements

Management is responsible for preparing and fairly presenting these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes designing, implementing, and maintaining internal control relevant to preparing and fairly presenting financial statements that are free from material misstatement, whether due to fraud or error.

### Auditor's Responsibility

Our responsibility is to opine on these financial statements based on our audit. We audited in accordance with auditing standards generally accepted in the United States of America and the financial audit standards in the Comptroller General of the United States' *Government Auditing Standards*. Those standards require us to plan and perform the audit to reasonably assure the financial statements are free from material misstatement.

An audit requires obtaining evidence about financial statement amounts and disclosures. The procedures selected depend on our judgment, including assessing the risks of material financial statement misstatement, whether due to fraud or error. In assessing those risks, we consider internal control relevant to the Corporation's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not to the extent needed to opine on the effectiveness of the Corporation's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of management's accounting policies and the reasonableness of their significant accounting estimates, as well as our evaluation of the overall financial statement presentation.

We believe the audit evidence we obtained is sufficient and appropriate to support our audit opinion.

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Westerville Industry and Commerce Corporation Franklin County Independent Auditor's Report Page 2

### **Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Corporation, as of December 31, 2020 and 2019, and the changes in its net assets and its cash flows for the years then ended in accordance with the accounting principles generally accepted in the United States of America.

### Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated January 11, 2022, on our consideration of the Corporation'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 internal control testing over financial reporting and compliance, and the results of that testing, and does not opine on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Corporation's internal control over financial reporting and compliance.

Keith Faber Auditor of State Columbus, Ohio

January 11, 2022

# STATEMENT OF FINANCIAL POSITION AS OF DECEMBER 31, 2020

Ass	et	S
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Current Assets:	
Cash	\$ 611,712
Loans Receivable	41,023
	652,735
Non-current Assets:	
Loans Receivable	 523,500
Total Assets	 1,176,235
Net Assets	
Without Donor Restrictions	1,025,736
With Donor Restrictions for the Façade Program	128,082
With Donor Restrictions for the Energy Efficiency Program	22,417
Total Liabilities and Net Assets	\$ 1,176,235

The notes to the financial statements are an integral part of this statement.

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# STATEMENT OF ACTIVITIES FOR THE YEAR ENDED DECEMBER 31, 2020

	Without Donor estrictions	R	With Donor estrictions for the Façade Program	With Donor strictions for the nergy Savings Program	Total
Operating Revenue					
Member Dues & Other Revenues	\$ 12	\$	-	\$ - \$	\$ 12
Funds Received from the City of Westerville	 654,000		-	170,882	824,882
Total Operating Revenue	\$ 654,012	\$	-	\$ 170,882	\$ 824,894
Net assets released from restrictions					
Satisfaction of program restrictions	275,529		(108,484)	(167,045)	-
Operating Expenses					
Forgiven Loan Expense	(54,000)		-	-	(54,000)
Economic Development Grant	(150,000)		-	-	(150,000)
WeCAN Grant Expense	(614,071)		-	-	(614,071)
Façade Program Expense	(108,484)		-	-	(108,484)
Energy Savings Program Expense	(167,045)		-	-	(167,045)
Professional Consulting Expense	(5,081)		-	-	(5,081)
Miscellaneous Expenses	 (176)		-	-	(176)
Total Operating Expenses	(1,098,857)		-	-	(1,098,857)
Total Operating Income (Loss)	\$ (169,316)	\$	(108,484)	\$ 3,837	\$ (273,963)
Nonoperating Income (Expenses) Interest Revenue	 360			<del>-</del>	360
Total Nonoperating Income (expenses)	360		-	-	360
Change in Net Assets	(168,956)		(108,484)	3,837	(273,603)
Net Assets, beginning of year	 1,194,692		236,566	18,580	1,449,838
Net Assets, end of year	\$ 1,025,736	\$	128,082	\$ 22,417	\$ 1,176,235

### STATEMENT OF CASH FLOWS FOR THE YEAR ENDED DECEMBER 31, 2020

Cash flows from operating activities	
Cash received from member dues	\$ 12
Cash received from City of Westerville	974,882
Cash disbursed for operating expenses	(176)
Cash loan payments to businesses	(42,000)
Cash disbursed for energy grants to businesses	(175,553)
Cash disbursed for façade impprovement grants to businesses	(108,484)
Cash disbursed for WeCAN grants to businesses	(614,071)
Cash disbursed for economic development grant	(150,000)
Cash disbursed for professional services	(5,081)
'	
Net cash (used) by operating activities	(120,471)
Cash flows from investing activities	
Interest earned on investments	360
Net cash provided by investing activities	360
Net (decrease) in cash	(120,111)
Cash, beginning of year	 731,823
Cash, end of year	\$ 611,712
Reconciliation of operating income to net cash	
provided by operating activities:	
Operating income	(273,963)
operaning income	(=: 0,000)
Changes in assets and liabilities:	
Decrease in loans receivable	12,000
Decrease in intergovernmental receivable	150,000
Decrease in accounts payable	(8,508)
	(=,000)
Net cash (used) by operating activites	(120,471)
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#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2020

#### 1. DESCRIPTION OF ENTITY

The Westerville Industry and Commerce Corporation (the Corporation) is a not-for-profit community improvement corporation organized and existing under Chapter 1724 of the Ohio Revised Code. The Corporation was established September 20, 1965, as certified by the Secretary of State of Ohio. The Board has seven (7) members. Three members of the Board are from the public sector and four members are from the private sector. One of the public sector members also serves as a member of Westerville City Council. The Corporation, as a nonprofit community improvement corporation, was formed for the purpose of advancing, encouraging, and promoting the industrial, economic, commercial and civic development of the City of Westerville.

#### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

**Basis of Accounting** - The financial statements of the Corporation have been prepared on the accrual basis of accounting and accordingly reflect all significant receivables, payables, and other liabilities.

**Basis of Presentation** – The financial statements of the Corporation have been prepared in accordance with U.S. generally accepted accounting principles, which require the Corporation to report information regarding its financial position and activities according to the following net asset classification:

Net assets without donor restrictions: Net assets that are not subject to donor-imposed restrictions and may be expended for any purpose in performing the primary objectives of the organization. These net assets may be used at the discretion of the Corporation's management and the board of directors.

Net assets with donor restrictions: Net assets subject to stipulations imposed by donors and grantors. Some donor restrictions are temporary in nature; those restrictions will be met by actions of the Corporation or by the passage of time. Other donor restrictions are perpetual in nature, where by the donor has stipulated the funds be maintained in perpetuity.

Donor restricted contributions are reported as increases in net assets with donor restrictions. When a restriction expires, net assets are reclassified from net assets with donor restrictions to net assets without donor restrictions in the statement of activities.

**Functional Expenses** – The costs of providing program services and supporting activities have been summarized on a functional basis in the statement of activities. All expenses are reported at actual costs, no costs are allocated.

**Use of Estimates** – The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2020 (CONTINUED)

#### 3. AVAILABILITY AND LIQUIDITY

The following represents the Corporation's financial assets at December 31, 2020:

Financial Assets at year end:	•	2020
Cash and cash equivalents	\$	611,572
Intergovernmental receivable		-
Loans receivable		41,023
Total financial assets	\$	652,595
Less amounts not available to be used within one year:  Net asset with donor restrictions for the Façade Program  Net asset with donor restrictions for the Energy Efficiency Program		128,082 22,417
	\$	150,499
Financial assets available to meet general expenditures within one year	\$	502,096

The Corporation structures its financial assets to be available as its general expenditures, liabilities and other obligations come due.

### 4. CASH DEPOSITS

At December 31, 2020, the bank balance was \$750,575. The Federal Deposit Insurance Corporation (FDIC) covered \$250,000 of this bank balance. The remaining amount was collateralized by the bank's public entity deposit pool.

### 5. LOANS RECEIVABLE

The Board reviews and approves the awarding of certain loans to corporations wishing to locate within the City of Westerville as a means to incentivize job creation. Repayment of the loans is normally forgiven if certain income tax revenues are generated by the company within a specified period of time. For fiscal year 2020, loans of \$4,000, \$5,000, \$20,000 and \$25,000 were forgiven. When repayment does occur, the monies repaid are used to fund additional loans. The receivable represents the loans outstanding at the balance sheet date, net uncollectible loans.

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2020 (CONTINUED)

#### 6. NET ASSETS

Net assets with donor restrictions were as follows for the year ended December 31, 2020:

Specific purpose:	2020
Façade Program	\$ 128,082
Energy Efficiency Program	22,417
Total	\$ 150,499

Net assets without donor restrictions for the year ended December 31, 2020 are as follows

Undesignated	\$ 1,025,736
	\$ 1,025,736

Net assets released from net assets with donor restrictions are as follows:

Satisfaction of purpose restrictions:

Façade Program	\$ 108,484
Energy Efficiency Program	167,045
Total	\$ 275,529

### 7. FACADE IMPROVEMENT PROGRAM

The Board reviews and approves the awarding of grants to corporations to improve company buildings in the Uptown Westerville area as a means to keep the area in shape. Grants are not repaid by the companies. The amounts disbursed for grants are recorded as an expense on the statement of activities.

### 8. COMMERCIAL AND INDUSTRIAL ENERGY SAVINGS PROGRAM

The Board reviews and approves the awarding of grants to commercial and industrial customers for implementing energy efficiency projects. Grants are not repaid by the companies. The amounts disbursed for grants are recorded as an expense on the statement of activities.

#### 9. WeCAN PROGRAM

Throughout 2020 the Corporation earmarked funding for grants to local small businesses to open their operations during the pandemic. The grants ranged in amount from \$1,000 to \$3,500. The Board approved the applications and awarding of the grants in the amount of \$614,071.

#### 10. RELATED PARTY

The City of Westerville is identified as a related party to the Corporation. The City provides the majority of the Corporation's funding. During 2020, the City paid the Corporation \$974,882 for support of the Corporation's incentive programs.

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2020 (CONTINUED)

### 11. SUBSEQUENT EVENTS

The Corporation has evaluated subsequent events through January 11, 2022, the date which these financial statements available to be issued. No events have occurred that would require adjustment or disclosure in the financial statements.

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# STATEMENT OF FINANCIAL POSITION AS OF DECEMBER 31, 2019

Assets	
Current Assets:	
Cash	\$ 731,823
Intergovernmental Receivable	150,000
Loans Receivable	54,000
	935,823
Non-current Assets:	
Loans Receivable	522,523
Total Assets	1,458,346
11.199	
Liabilities	
Current Liabilities:	
Accounts Payable	8,508
Total Current Liabilities	8,508
Net Assets	
	4 404 000
Without Donor Restrictions	1,194,692
With Donor Restrictions for the Façade Program	236,566
With Donor Restrictions for the Energy Efficiency Program	18,580
Total Liabilities and Net Assets	\$ 1,458,346

# STATEMENT OF ACTIVITIES FOR THE YEAR ENDED DECEMBER 31, 2019

		Without Donor estrictions	Re	With Donor strictions for cade Program		With Donor strictions for the Energy Savings Program		Total
Operating Revenue Member Dues & Other Revenues	\$	12	\$		\$		\$	12
Funds Received from the City of Westerville	φ —	150,000	φ	128,809	φ	137,180	φ	415,989
Total Operating Revenue	\$	150,012	\$	128,809	\$	137,180	\$	416,001
Net assets released from restrictions Satisfaction of program restrictions		298,814		(91,130)		(207,684)		-
Operating Expenses		(1=0.000)						(4======
Forgiven Loan Expense Energy Savings Program Expense		(150,000) (207,684)		-		-		(150,000) (207,684)
Façade Program Expense		(91,130)		-		-		(91,130)
Professional Consulting Expense		(2,005)		-		-		(2,005)
Miscellaneous Expenses Total Operating Expenses		(348) (451,167)		-		-		(348) (451,167)
Total Operating Income (Loss)	\$	(2,341)	\$	37,679	\$	(70,504)	\$	(35,166)
Nonoperating Income (Expenses) Interest Revenue		347		<u>-</u>		-		347
Total Nonoperating Income (expenses)		347		-		-		347
Change in Net Assets		(1,994)		37,679		(70,504)		(34,819)
Net Assets, beginning of year		1,196,686		198,887		89,084		1,484,657
Net Assets, end of year	\$	1,194,692	\$	236,566	\$	18,580	\$	1,449,838

### STATEMENT OF CASH FLOWS FOR THE YEAR ENDED DECEMBER 31, 2019

Cash flows from operating activities	
Cash received from member dues	\$ 12
Cash received from City of Westerville	615,402
Cash disbursed for operating expenses	(348)
Cash loan payments to businesses	(85,000)
Cash energy grant to businesses	(238,589)
Cash FIP grant to businesses	(91,130)
Cash disbursed for professional services	(2,005)
Net cash (used) by operating activities	198,342
Cash flows from investing activities	
Interest earned on investments	 347
Net cash provided by investing activities	347
Net (decrease) in cash	198,689
Cash, beginning of year	 533,134
Cash, end of year	\$ 731,823
Reconciliation of operating income to net cash provided by operating activities:	
Operating income (loss)	(35,166)
Changes in assets and liabilities:	
Decrease in loans receivable	65,000
Decrease in intergovernmental receivable	199,413
Decrease in accounts payable	(30,905)
Net cash (used) by operating activites	198,342

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2019

#### 1. DESCRIPTION OF ENTITY

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#### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Accounting - The financial statements of the Corporation have been prepared on the accrual basis of accounting and accordingly reflect all significant receivables, payables, and other liabilities.

**Basis of Presentation** – The financial statements of the Corporation have been prepared in accordance with U.S. generally accepted accounting principles, which require the Corporation to report information regarding its financial position and activities according to the following net asset classification:

Net assets without donor restrictions: Net assets that are not subject to donor-imposed restrictions and may be expended for any purpose in performing the primary objectives of the organization. These net assets may be used at the discretion of the Corporation's management and the board of directors.

Net assets with donor restrictions: Net assets subject to stipulations imposed by donors and grantors. Some donor restrictions are temporary in nature; those restrictions will be met by actions of the Corporation or by the passage of time. Other donor restrictions are perpetual in nature, where by the donor has stipulated the funds be maintained in perpetuity.

Donor restricted contributions are reported as increases in net assets with donor restrictions. When a restriction expires, net assets are reclassified from net assets with donor restrictions to net assets without donor restrictions in the statement of activities.

**Functional Expenses** – The costs of providing program services and supporting activities have been summarized on a functional basis in the statement of activities. All expenses are reported at actual costs, no costs are allocated.

**Use of Estimates** – The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2019 (CONTINUED)

#### 3. AVAILABILITY AND LIQUIDITY

The following represents the Corporation's financial assets at December 31, 2019:

Financial Assets at year end:	2019
Cash and cash equivalents	\$ 731,823
Intergovernmental receivable	150,000
Loans receivable	54,000
Total financial assets	\$ 935,823
Less amounts not available to be used within one year:	
•	
Net asset with donor restrictions for the Façade Program	236,566
Net asset with donor restrictions for the Energy Efficiency Program	18,580
	\$ 255,146
Financial assets available to meet general expenditures within one year	\$ 680,677

The Corporation structures its financial assets to be available as its general expenditures, liabilities and other obligations come due.

### 4. CASH DEPOSITS

At December 31, 2019, the bank balance was \$782,022. The Federal Deposit Insurance Corporation (FDIC) covered \$250,000 of this bank balance. The remaining amount was collateralized by the bank's public entity deposit pool.

### 5. LOANS RECEIVABLE

The Board reviews and approves the awarding of certain loans to corporations wishing to locate within the City of Westerville as a means to incentivize job creation. Repayment of the loans is normally forgiven if certain income tax revenues are generated by the company within a specified period of time. For fiscal year 2019, a loan of \$150,000 was forgiven. When repayment does occur, the monies repaid are used to fund additional loans. The receivable represents the loans outstanding at the balance sheet date, net uncollectible loans.

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2019 (CONTINUED)

#### 6. NET ASSETS

Net assets with donor restrictions were as follows for the year ended December 31, 2019:

Specific purpose:	2019	
Façade Program	\$	236,566
Energy Efficiency Program		18,580
Total	\$	255,146

Net assets without donor restrictions for the year ended December 31, 2020 are as follows:

Undesignated	\$ 1,194,692
	\$ 1,194,692

Net assets released from net assets with donor restrictions are as follows:

Satisfaction of purpose restrictions:

Façade Program	\$ 91,130
Energy Efficiency Program	207,684
Total	\$ 298,814

### 7. FAÇADE IMPROVEMENT PROGRAM

The Board reviews and approves the awarding of grants to corporations to improve company buildings in the Uptown Westerville area as a means to keep the area in shape. Grants are not repaid by the companies. The amounts disbursed for grants are recorded as an expense on the statement of activities.

#### 8. COMMERCIAL AND INDUSTRIAL ENERGY SAVINGS PROGRAM

The Board reviews and approves the awarding of grants to commercial and industrial customers for implementing energy efficiency projects. Grants are not repaid by the companies. The amounts disbursed for grants are recorded as an expense on the statement of activities.

#### 9. RELATED PARTY

The City of Westerville is identified as a related party to the Corporation. The City provides the majority of the Corporation's funding. During 2019, the City paid the Corporation \$615,402 for support of the Corporation's incentive programs.

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2019 (CONTINUED)

### 10. SUBSEQUENT EVENTS

The Corporation has evaluated subsequent events through January 11, 2022, the date which these financial statements available to be issued. No events have occurred that would require adjustment or disclosure in the financial statements.

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

Westerville Industry and Commerce Corporation Franklin County 21 South State Street Westerville. Ohio 43086

#### To the Board of Trustees:

We have audited, in accordance with auditing standards generally accepted in the United States and the Comptroller General of the United States' *Government Auditing Standards*, the financial statements of the Westerville Industry and Commerce Corporation, Franklin County, (the Corporation) as of and for the years ended December 31, 2020 and 2019, and the related notes to the financial statements, and have issued our report thereon dated January 11, 2022.

#### Internal Control Over Financial Reporting

As part of our financial statement audit, we considered the Corporation's internal control over financial reporting (internal control) as a basis for designing audit procedures appropriate in the circumstances to the extent necessary to support our opinion on the financial statements, but not to the extent necessary to opine on the effectiveness of the Corporation's internal control. Accordingly, we have not opined on it.

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, when performing their assigned functions, to prevent, or detect and timely correct misstatements. A material weakness is a deficiency, or combination of internal control deficiencies resulting in a reasonable possibility that internal control will not prevent or detect and timely correct a material misstatement of the Corporation's financial statements. A significant deficiency is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all internal control deficiencies that might be material weaknesses or significant deficiencies. Given these limitations, we did not identify any deficiencies in internal control that we consider material weaknesses. However, unidentified material weaknesses may exist.

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Westerville Industry and Commerce Corporation Franklin County Independent Auditor's Report on Internal Control Over Financial Reporting and on Compliance and Other Matters Required by Government Auditing Standards Page 2

### **Compliance and Other Matters**

As part of reasonably assuring whether the Corporation'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 financial statements. However, opining 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*.

### Purpose of this Report

This report only describes the scope of our internal control and compliance testing and our testing results, and does not opine on the effectiveness of the Corporation's internal control or on compliance. This report is an integral part of an audit performed under *Government Auditing Standards* in considering the Corporation's internal control and compliance. Accordingly, this report is not suitable for any other purpose.

Keith Faber Auditor of State Columbus, Ohio

January 11, 2022

# 21 SOUTH STATE STREET WESTERVILLE, OHIO 43086

### **SUMMARY SCHEDULE OF PRIOR AUDIT FINDINGS**

### **DECEMBER 31, 2020 AND 2019**

Finding Number	Finding Summary	Status	Additional Information
2018-001	Material Weakness - Implementation of ASU 2016-14	Fully Corrected	None





### WESTERVILLE INDUSTRY AND COMMERCE CORPORATION

#### FRANKLIN COUNTY

#### **AUDITOR OF STATE OF OHIO CERTIFICATION**

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



Certified for Release 2/1/2022

88 East Broad Street, Columbus, Ohio 43215 Phone: 614-466-4514 or 800-282-0370