CHAUTAUQUA OPPORTUNITIES FOR DEVELOPMENT, INC. FINANCIAL STATEMENTS AND SUPPLEMENTARY INFORMATION YEARS ENDED OCTOBER 31, 2021 AND 2020

CHAUTAUQUA OPPORTUNITIES FOR DEVELOPMENT, INC.

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Independent Auditors' Report

To the Board of Directors
Chautauqua Opportunities for Development, Inc.
Dunkirk, New York

We have audited the accompanying financial statements of Chautauqua Opportunities for Development, Inc. (a nonprofit organization), which comprise the statements of financial position as of October 31, 2021 and 2020, and the related statements of activities, functional expenses, 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 the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of the financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. 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 involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Chautauqua Opportunities for Development, Inc. as of October 31, 2021 and 2020, and the changes in its net assets and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

Other Matter

Our audits were conducted for the purpose of forming an opinion on the financial statements as a whole. The supplementary schedules of activities by loan funds for the year ended October 31, 2021, are presented for purposes of additional analysis and are not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

Saxton, Kocur and Associates, LLP

Dayton, Korm and associates, 229

March 3, 2022

CHAUTAUQUA OPPORTUNITIES FOR DEVELOPMENT, INC. STATEMENTS OF FINANCIAL POSITION OCTOBER 31, 2021 AND 2020

ASSETS

		2021	2020
CURRENT ASSETS Cash Grant receivable - ESDC Current portion of loans receivable (Note 2) Total current assets	\$	376,354 20,549 28,315 425,218	\$ 310,243 - 45,676 355,919
LOANS RECEIVABLE, net of current portion and allowance for uncollectible loans of \$22,000 at both October 31, 2021 and 2020 (Note 2)		74,376	 60,435
OTHER ASSETS Restricted cash - loan loss reserves (Note 4) Restricted cash - refundable advances (Note 5) Total other assets		46,000 7,784 53,784	46,000 39,154 85,154
TOTAL ASSETS	\$	553,378	\$ 501,508
LIABILITIES AND NET AS	SSET	<u>s</u>	
CURRENT LIABILITIES Accounts payable Due to Chautauqua Opportunities, Inc. Total current liabilities	\$	491 20,941 21,432	\$ 38 11,378 11,416
OTHER LIABILITIES Loan loss reserves (Note 4) Refundable advances (Note 5) Seneca Nation - Business Growth Project retainer Total other liabilities		46,000 7,784 308 54,092	46,000 39,154 374 85,528
Total liabilities		75,524	96,944
NET ASSETS Without donor restrictions With donor restrictions (Note 8) Total net assets		432,542 45,312 477,854	359,252 45,312 404,564
TOTAL LIABILITIES AND NET ASSETS	\$	553,378	\$ 501,508

The accompanying notes are an integral part of these financial statements.

CHAUTAUQUA OPPORTUNITIES FOR DEVELOPMENT, INC. STATEMENTS OF ACTIVITIES YEARS ENDED OCTOBER 31, 2021 AND 2020

				2021	
		nout Donor		ith Donor	
	Re	estrictions	Re	estrictions	 Total
Support and revenues:					
Grant revenue	\$	78,500	\$	94,168	\$ 172,668
Interest income		4,399		3,739	8,138
Other income - closing and late fees		3,219		-	3,219
Seneca Nation contract income		66		-	66
Amount released from restrictions		97,907		(97,907)	 -
Total support and revenues		184,091			184,091
Expenses:					
Program services		64,284		_	64,284
Management and general		46,517		-	 46,517
Total expenses		110,801			110,801
Change in net assets		73,290		-	73,290
Net assets, beginning		359,252		45,312	 404,564
Net assets, ending	\$	432,542	\$	45,312	\$ 477,854

	2020					
		out Donor	With Donor			T - 1 - 1
Owner and an advanced	Ke	strictions		estrictions		Total
Support and revenues:						
Grant revenue	\$	51,395	\$	127,697	\$	179,092
Interest income		1,106		3,983		5,089
Other income - closing and late fees		1,945		-		1,945
Seneca Nation contract income		170		-		170
Amount released from restrictions		161,680		(161,680)		
Total support and revenues		216,296		(30,000)	***************************************	186,296
Expenses:						
Program services		83,601		_		83,601
Management and general		59,544		1904		59,544
Total expenses	BASILIANNA ARRONOS ARR	143,145				143,145
Change in net assets		73,151		(30,000)		43,151
Net assets, beginning		286,101	************	75,312	***************************************	361,413
Net assets, ending	\$	359,252	<u>\$</u>	45,312	\$	404,564

CHAUTAUQUA OPPORTUNITIES FOR DEVELOPMENT, INC. STATEMENTS OF FUNCTIONAL EXPENSES YEARS ENDED OCTOBER 31, 2021 AND 2020

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			2021									
		Program	Ma	nagement								
		Services	and General		and General		and General		and General			Total
Personnel	\$	39,279	\$	26,186	\$	65,465						
Fringe		5,881		3,921		9,802						
Insurance		2,318		1,546		3,864						
Rent		1,058		706		1,764						
Utilities		140		93		233						
Miscellaneous		172		114		286						
Travel		421		281		702						
Contractual		2,473		1,648		4,121						
Legal		-		125		125						
Office supplies		-		207		207						
Operating supplies		1,555		_		1,555						
Postage and printing		758		505		1,263						
Telephone		1,299		866		2,165						
Repairs and maintenance		349		233		582						
Tech support		320		213		533						
Network user fees		1,325		884		2,209						
Contractual administrative	:	5,714		3,810		9,524						
Audit		-		5,000		5,000						
Due and subscriptions		268		179		447						
Advertising		954				954						
	\$	64,284	\$	46,517	\$	110,801						

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			2020					
		Program	Ma	anagement				
		Services	and Genera		and Genera			Total
Personnel	\$	49,606	\$	33,071	\$	82,677		
Fringe		8,985		5,990		14,975		
Insurance		2,204		1,469		3,673		
Rent		3,040		2,027		5,067		
Utilities		375		250		625		
Miscellaneous		134		90		224		
Travel		634		423		1,057		
Contractual		2,030		1,353		3,383		
Legal		-		275		275		
Office supplies		100		249		249		
Operating supplies		1,019		_		1,019		
Postage and printing		563		375		938		
Telephone		599		399		998		
Repairs and maintenance		1,368		912		2,280		
Tech support		1,753		1,168		2,921		
Network user fees		1,626		1,084		2,710		
Contractual administrative	!	7,274		4,849		12,123		
Audit		-		5,000		5,000		
Due and subscriptions		840		560		1,400		
Advertising		1,551				1,551		
	\$	83,601	\$	59,544	\$	143,145		

CHAUTAUQUA OPPORTUNITIES FOR DEVELOPMENT, INC. STATEMENTS OF CASH FLOWS YEARS ENDED OCTOBER 31, 2021 AND 2020

	2021		2020	
CASH FLOWS FROM OPERATING ACTIVITIES Change in net assets Adjustments to reconcile change in net assets to net cash provided by operating activities:	\$	73,290	\$	43,151
(Increase) decrease in: Grants receivable		(20,549)		7,957
Prepaid insurance Loans receivable		3,420		3,533 (19,141)
Increase (decrease) in: Accounts payable		453		1 (5.260)
Due to Chautauqua Opportunities, Inc. Refundable advances		9,563 (31,370)		(5,269) 32,814
Seneca Nation retainer		(66)		(170)
Net cash provided by operating activities		34,741		62,876
Cash and restricted cash, beginning		395,397		332,521
Cash and restricted cash, ending	\$	430,138	\$	395,397

Cash and restricted cash as reflected on the statements of financial position:

		2021	2020
Cash	\$	376,354	\$ 310,243
Restricted cash - loan loss reserves		46,000	46,000
Restricted cash - refundable advances		7,784	 39,154
	<u>\$</u>	430,138	\$ 395,397

CHAUTAUQUA OPPORTUNITIES FOR DEVELOPMENT, INC.

NOTES TO FINANCIAL STATEMENTS

NATURE OF ACTIVITIES - Chautauqua Opportunities for Development, Inc. (CODI) is a non-profit organization established for the purpose of promoting, stimulating, developing, and advancing economic welfare in distressed communities by providing financing for businesses and improving the social and/or economic conditions of low-income persons by providing loans, equity investments and financial services.

Approximately 98% of total annual support and revenues are from federal and state grants and interest income on loans.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

BASIS OF ACCOUNTING - These financial statements have been prepared on the accrual basis of accounting and accordingly reflect all significant receivables, payables, and other liabilities.

BASIS OF PRESENTATION - CODI reports information regarding its financial position and activities according to two classes of net assets: net assets without donor restrictions and net assets with donor restrictions.

CASH EQUIVALENTS - For purposes of the statements of cash flows, CODI considers all highly liquid investments with an initial maturity of three months or less to be cash equivalents.

CODI adopted FASB Accounting Standard Updates (ASU) No. 2016-15, Statement of Cash Flows (Topic 230) Classification of Certain Receipts and Cash Payments and No. 2016-18, Statement of Cash Flows (Topic 230) Restricted Cash, effective with its 2020 fiscal year. Guidance under ASU No. 2016-15 is intended to reduce the diversity in practice in how certain transactions are classified in the statement of cash flows. ASU No. 2016-18 guidance includes: (1) how restricted cash should be presented in the statement; (2) showing the change in total cash and restricted cash in the statement; (3) no longer requiring the presentation of transfers between cash and restricted cash in the statement, and; (4) disclosure of the nature of restrictions on cash.

FUNCTIONAL ALLOCATION OF EXPENSES - The cost of providing program and management services are presented in these financial statements by functional and natural classifications. Directly identifiable expense are charged to the specific program or management service. Expenses benefiting more than one function are allocated based on measurable, reasonable, and consistent methods, including estimates of time and effort, usage, and square footage. Significant allocated expenses include personnel and related expenses.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, continued

REVENUE RECOGNITION

Revenue from Contracts with Customers - Effective November 1, 2020, CODI adopted the provisions of FASB Accounting Standards Update (ASU) No. 2014-09, Revenue from Contracts with Customers (Topic 606) and related subsequent ASUs, collectively, Accounting Standards Codification (ASC) 606. ASC 606 replaces most of the existing revenue recognition guidance found in U.S. GAAP by adopting a new, single revenue framework to recognize revenue from contracts with customers and provides expanded disclosures for revenue transactions.

Under ASC 606, revenue is recognized when promised products or services are transferred (i.e. control is transferred) to customers in an amount that reflects the consideration to which an organization expects to be entitled in exchange for those products or services. Such transfer of control is usually considered to occur when products or services are provided. Management believes adoption of ASC 606 resulted in no changes in the way CODI recognizes revenue, and therefore no changes to previously issued financial statements was required on a retrospective basis.

Contribution Revenue - Effective with its fiscal year beginning October 1, 2019, CODI adopted the provisions of FASB Accounting Standards Update (ASU) No. 2018-08, Not-for-Profit Entities (Topic 958): Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made. The ASU provides guidance in evaluating whether transactions should be accounted for as contributions or exchange transactions and determining whether a contribution is conditional. Unconditional contributions of cash, securities or other assets are recorded when received. Conditional contributions (i.e. those with a measurable performance or other barrier and a right of return) are not recognized until the conditions on which they depend are substantially met or explicitly waived by the donor. The provisions of the ASU have been applied to contributions received in the accompanying financial statement under a modified prospective basis. Accordingly, there was no effect on net assets upon implementation.

All contributions and grants received with donor restrictions are reflected as support and revenues *With Donor Restrictions* in the year received or awarded. In the year restrictions are met, which may be the same year as when received or awarded, such support is reclassified to support and revenues *Without Donor Restrictions* in the statements of activities.

<u>Contracts and Grants</u> - A significant portion of CODI's revenue is derived from cost-reimbursable contracts and grants, which are conditioned upon certain performance requirements and/or the incurrence of allowable qualifying expenses. Amounts received are recognized as revenue when allowable expenses are incurred. Amounts received prior to incurring qualifying expenditures are reported as refundable advances in the statements of financial position (Note 5).

ADVERTISING - Advertising costs are expensed when incurred.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, continued

INCOME TAXES - CODI is exempt from federal income taxes under Section 501 (c)(3) of the Internal Revenue Code (IRC) and from New York State income taxes under Article 7-A of the Executive Law and New York Estates, Powers, and Trusts Law. Therefore, no provision has been made for federal of New York State income taxes in the accompanying financial statements. In addition, CODI qualifies for the charitable contribution deduction under IRC Section 170(b)(1)(A) and has been classified as an organization other than a private foundation under IRC Section 509(a)(2).

CODI has assessed its filing status under the sections of the Internal Revenue Code and the New York State Executive Law referenced above and concluded that it meets the requirements to be a public charity. Uncertainties may exist over the assumptions relied upon by CODI versus the assumptions that may be applied by a federal or state examiner. Federal and state exempt organization returns filed for the fiscal year ended October 31, 2018, and subsequent fiscal years, remain subject to possible examination generally for three years after filing.

ESTIMATES - The preparation of financial statements in conformity with U.S. 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.

NOTE 2 - LOANS RECEIVABLE

Loans receivable, by loan fund, at October 31:

	2021		2020
USDA Rural Business Enterprise Grant Loan Fund	\$ 2,983	\$	21,914
Chautauqua Microenterprise Loan Fund (CMLF) #1	386		3,470
New York State Empire State Development Loan Fund (ESD), 2021: Rounds 18-21; 2020: Rounds 18-21	18,332		58,715
Community Development Financial Institution Loan Fund (CDFI)	 102,990 124,691	<u> </u>	44,012 128,111
Less: allowance for uncollectible loans	 (22,000)		(22,000)
Loans receivable, net of allowance	102,691		106,111
Less: current portion	 (28,315)		(45,676)
Loans receivable, long-term	\$ 74,376	\$	60,435

NOTE 2 - LOANS RECEIVABLE, continued

The number of loans outstanding in all the funds was 10 and 9 at October 31, 2021 and 2020, respectively. Loans receivable at October 31, 2021, varied in original amounts ranging from \$5,000 to \$50,000; repayment terms of 3 years to 7 years and; interest from 5.25% to 9.25%. The largest loan receivable was \$46,661 and \$30,000 at October 31, 2021 and 2020, respectively.

The allowance for uncollectible loans is established following CODI's policy which considers, among other items, whether loan payments are current and whether borrowers remain in contact with CODI when payments are in arrears. Uncollectible loan charges are applied directly to the individual loan funds. No loans were written off in fiscal year 2021 or 2020.

When estimating the reported amount of loans receivable, while management presents the loans for financial statement purposes in the aggregate, they assess the loans individually in the portfolio. They establish the reported value by considering the value of the loan portfolio and establishing an allowance for doubtful accounts that is sufficient to cover any anticipated losses. Part of the evaluation is to consider historical trends of collection on loans, the quality of loan recipients and general economic conditions in the geographic area in which the loan recipients live.

Change in loans receivable, net of allowance for uncollectible loans, for the fiscal years:

		2021	2020
Beginning of year	\$	106,111	\$ 86,969
New loans		78,500	95,000
Principal payments received		(81,920)	 (75,858)
End of year	\$	102,691	\$ 106,111

In March 2020, the Board of Directors approved temporary payment deferment options to existing borrowers adversely impacted by the COVID-19 pandemic. The options included deferment of principal and interest payments or the making of interest only payments, both for a maximum of four months. Regular loan payments were to recommence after the elected deferment period. The maturity date of a loan was also extended based on the deferment period.

In November 2020, the Board of Directors approved a six month principal payment deferment from November 2020 through April 2021, for one existing borrower with an outstanding loan balance of \$29,057. The loan maturity date was also extended.

NOTE 3 - RELATED PARTY TRANSACTIONS

Chautauqua Opportunities, Inc. (COI) is a non-profit organization that was involved in the formation of CODI.

Annually, CODI and COI enter into a Memorandum of Understanding for COI to provide program and administrative services to CODI at COI's federally approved indirect rate.

CODI received a grant from COI to fund programs of \$6,595 in fiscal year 2020. No grant was received in fiscal year 2021.

Amounts due to COI were \$20,941 and \$11,378 at October 31, 2021 and 2020, respectively.

Expenses paid by COI on behalf of CODI in fiscal years 2021 and 2020, were \$95,943 and \$123,441, respectively. Reimbursement payments to COI were \$86,380 and \$128,710 in fiscal years 2021 and 2020, respectively

NOTE 4 - RESTRICTED CASH - LOAN LOSS RESERVES

Per a January 2016 grant modification with Empire State Development (ESD) relating to CDFI Round 16 funding received, \$36,000 of such funding is restricted as loan loss reserves to cover uncollectible loans made by CODI. If ESD determines at any time that grant funds are no longer being used or needed for the intended use, CODI shall repay the grant funds to ESD. Also in 2016, a \$10,000 CDFI refundable advance from 2015 was restricted as loan loss reserves.

The reserves are held in an interest-bearing money market checking account. Interest income is reported as support and revenues without donor restrictions.

NOTE 5 - REFUNDABLE ADVANCES

	•	2021	2020
CDFI Financial Assistance grant	\$	7,784	\$ 21,867
CDFI Round 21 grant		_	 17,287
	\$	7,784	\$ 39,154

The advances are held in an interest-bearing money market checking account. Interest income is reported as support and revenues without donor restrictions.

NOTE 6 - LINE OF CREDIT

CODI has a \$100,000 revolving line credit, which expires on May 31, 2022. Chautauqua Opportunities, Inc. is guarantor of the line.

NOTE 7 - CONCENTRATIONS OF RISK

Grant Revenue Risk

CODI receives the majority of its funding from federal, state, and local governmental sources. This funding is dependent on current economic conditions and community needs as defined by these sources. Future funding from such sources could be substantial reduced or eliminated with minimal notice.

Credit Risk

Based on reported balances, cash in one financial institution exceeded the FDIC limit by \$180,180 and \$125,716 at October 31, 2021 and 2020, respectively.

NOTE 8 - NET ASSETS WITH DONOR RESTRICTIONS

Net assets with donor restrictions at year end consisted of amounts received in the form of grants that are intended to be used as loan capital, technical assistance, and administration. Interest earned on repayment of loans is considered as support without donor restrictions and can be used to cover administrative expenses or for additional loans.

		2021	2020
Chautauqua Microenterprise Loan Fund #1	\$	508	\$ 508
USDA Rural Business Enterprise Grant	· · · · · · · · · · · · · · · · · · ·	44,804	 44,804
	\$	45,312	\$ 45,312

NOTE 9 - CDFI CERTIFICATION

CODI was awarded Community Development Financial Institution (CDFI) status in 2004. The certification allows CODI eligibility to receive matching funds in the form of grants and loans from the United States Treasury. The most recently certification renewal was in February 2021. An application for renewal was submitted in January 2022.

NOTE 10 - LIQUIDITY AND AVAILABLILITY OF FINANCIAL ASSETS

CODI regularly reviews its financial position and operations, including liquidity required to meet general expenditures, liabilities, and obligations that may come due. CODI considers general expenditures to be those types of expenditures routinely incurred in operating its program and management services.

The following reflects the CODI's financial assets available within one year of October 31 to meet its operating obligations:

		Octo	ber 31	
		2021		2020
Cash	\$	376,354	\$	310,243
Grant receivable - ESDC		20,549		-
Current portion of loans receivable	-	28,315		45,676
Financial assets available	\$	425,218	\$	355,919

Cash of \$348,760 and \$237,225 was maintained in an interest-bearing money market business checking account at October 31, 2021 and 2020, respectively. The remaining cash of \$27,594 and \$73,018 at October 31, 2021 and 2020, respectively, was in non-interest bearing checking accounts.

NOTE 11 - SUBSEQUENT EVENTS

Management has evaluated events and transactions through March 3, 2022, which is the date the financial statements were available to be issued.

The impact of the ongoing COVID-19 pandemic on CODI's future financial position and operations cannot be readily determined, but it has the potential to result in a significant economic impact.



SUPPLEMENTARY SCHEDULE OF ACTIVITIES BY LOAN FUND - WITHOUT DONOR RESTRICTIONS CHAUTAUQUA OPPORTUNITIES FOR DEVELOPMENT, INC. YEAR ENDED OCTOBER 31, 2021

(WITH COMPARATIVE TOTALS FOR THE YEAR ENDED OCTOBER 31, 2020)

SUPPLEMENTARY SCHEDULE OF ACTIVITIES BY LOAN FUND AND GRANTS - WITH DONOR RESTRICTIONS YEAR ENDED OCTOBER 31, 2021 (WITH COMPARATIVE TOTALS FOR THE YEAR ENDED OCTOBER 31, 2020) CHAUTAUQUA OPPORTUNITIES FOR DEVELOPMENT, INC.

	Chautauqua Microenterprise Loan	USDA Rural Business	Empire State Development	CDFI Technical Assistance	Tc0c	Total	0000
Support, revenue, and principal payments:			200	O Sale	2021		2020
•	ι છ	· •	\$ 37,836	\$ 56,332	\$ 94,168	↔	127,697
	146	978	2,615	į	3,739		3,983
	3,084	18,930	40,384	1	62,398		53,230
	ŧ	ı	1	•	1		(50,200)
ı	(146)	(978)	(40,451)	(56,332)	(97,907)		(111,480)
Total support, revenue, and principal payments	3,084	18,930	40,384	1	62,398		23,230
	•	ŀ	ŧ	ı	•		1
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ı	***************************************	1	***************************************	,			I
	3,084	18,930	40,384	ı	62,398		23,230
ı	(3,084)	(18,930)	(40,384)	1	(62,398)		(53,230)
	ı	1	ı	ı	1		(30,000)
Beginning net assets with donor restrictions	208	44,804	1	ı	45,312		75,312
Ending net assets with donor restrictions	\$ 508	\$ 44,804	ا ج	٠ ه	\$ 45,312	·	45,312