

**LAKE DALLAS ECONOMIC
DEVELOPMENT CORPORATION**

(A component unit of the City of Lake Dallas)

FINANCIAL STATEMENTS

AND

AUDITORS' REPORT

SEPTEMBER 30, 2007

**LAKE DALLAS ECONOMIC
DEVELOPMENT CORPORATION**

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MEMBERS:
AMERICAN INSTITUTE OF
CERTIFIED PUBLIC
ACCOUNTANTS
TEXAS SOCIETY OF CERTIFIED
PUBLIC ACCOUNTANTS

**HANKINS, EASTUP, DEATON,
TONN & SEAY**
A PROFESSIONAL CORPORATION

CERTIFIED PUBLIC ACCOUNTANTS

902 NORTH LOCUST
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INDEPENDENT AUDITORS' REPORT

Board of Directors
Lake Dallas Economic Development Corporation
Lake Dallas, Texas

Members of the Board:

We have audited the accompanying financial statements of the governmental activities and each major fund of the Lake Dallas Economic Development Corporation (the "Corporation") as of and for the year ended September 30, 2007, which collectively comprises the Corporation's basic financial statements as listed in the table of contents. These basic financial statements are the responsibility of the Corporation's management. Our responsibility is to express an opinion on these basic financial statements based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America and *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 basic financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the basic financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion the financial statements referred to above present fairly, in all material respects, the respective financial position of the government activities and each major fund of the Corporation as of September 30, 2007, 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.

The accompanying management's discussion and analysis on pages 5 through 10 is not a required part of the basic financial statements but is supplementary information required by the GASB. 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.

In accordance with *Government Auditing Standards*, we have issued a report dated January 14, 2008, on our consideration of the Corporation's internal control over financial reporting and our tests of compliance with certain provisions of laws, regulations, contracts and grants. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* and should be read in conjunction with this report in considering the results of our audit.

Our audit was made for the purpose of forming an opinion on the financial statements that collectively comprise the Corporation's basic financial statements. The combining and individual fund statements and schedules listed in the table of contents are presented for purposes of additional analysis and are not a required part of the basic financial statements of the Corporation. The combining and individual fund statements and schedules have been subjected to the auditing procedures applied in the audit of the basic financial statements and, in our opinion, are fairly stated, in all material respects in relation to the basic financial statements taken as a whole.

Hankins, Eastup, Deaton, Tom & Seay

Hankins, Eastup, Deaton, Tom & Seay
A Professional Corporation
Certified Public Accountants

January 14, 2008

MANAGEMENT'S DISCUSSION & ANALYSIS

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**LAKE DALLAS ECONOMIC
DEVELOPMENT CORPORATION**

MANAGEMENT'S DISCUSSION AND ANALYSIS
SEPTEMBER 30, 2007

As management of the Lake Dallas Economic Development Corporation, we offer readers of the Corporation's financial statements this narrative overview and analysis of the financial activities of the Corporation for the year ended September 30, 2007. We encourage readers to consider the information presented here in conjunction with the Corporation's basic financial statements.

Financial Highlights

- The assets of the Corporation exceeded its liabilities at September 30, 2007 by \$212,443. All of this amount is available to meet the Corporation's objective of promoting economic development.
- The Corporation's total net assets decreased by \$54,391. The majority of this increase is attributable to economic development grants expended during the year.
- As of September 30, 2007, the Corporation's governmental funds reported combined ending fund balances of \$139,567, a decrease of \$106,249 in comparison with the beginning of the year. All of this amount is available for spending at the Corporation's discretion (*unreserved fund balance*).

Overview of the Financial Statements

The management discussion and analysis are intended to serve as an introduction to the Corporation's basic financial statements. The Corporation's basic financial statements comprise three components: 1) government-wide financial statements, 2) fund financial statements, and 3) notes to the financial statements. This report also contains other supplementary information in addition to the basic financial statements themselves.

Government-wide Financial Statements. The government-wide financial statements are designed to provide readers with a broad overview of the Corporation's finances, in a manner similar to a private-sector business.

The statement of net assets presents information on all of the Corporation's assets and liabilities, with the difference between the two reported as net assets. Over time, increase or decreases in net assets may serve as a useful indicator of whether the financial position of the Corporation is improving or deteriorating.

The statement of activities presents information showing how the Corporation's net assets changed during the most recent period. All of the current period's revenues and expenses are taken into account regardless of when cash is received or paid. Both the statement of net assets and the statement of activities are prepared utilizing the accrual basis of accounting as opposed to the modified accrual basis used in prior reporting models.

**LAKE DALLAS ECONOMIC
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MANAGEMENT'S DISCUSSION AND ANALYSIS
SEPTEMBER 30, 2007

In the Statement of Net Assets and the Statement of Activities, the Corporation is divided between two kinds of activities:

- **Governmental activities.** All of the Corporation's basic services are reported here. Primarily sales taxes finance those services.
- **Business-type activities.** The Corporation may charge a fee to customers to help it cover all or most of the cost of certain services it provides. The Corporation had no business-type activities during the current period.

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. Fund financial statements provide detailed information about the most significant funds, not the Town as a whole. Some funds are required to be established by state law or bond covenants. However, the Board of Directors may establish other funds to help it control and manage money for particular purposes or to show that it is meeting legal responsibilities for using certain taxes, grants and other money. All of the funds of the Corporation are considered governmental funds.

Governmental Funds. All of the Corporation's basic services are reported in governmental funds, which focus on how money flows into and out of those funds and the balances left at period-end that are available for spending. These funds are reported using an accounting method identified as the modified accrual basis of accounting, which measures cash and all other financial assets that can readily be converted to cash. The governmental fund statements provide a detailed short-term view of the Corporation's general operations and the basic services it provides. Governmental fund information helps the reader determine whether there are more or fewer financial resources that can be spent in the near future to finance the Corporation's programs. By comparing information presented for governmental funds with similar information presented for governmental activities in the government-wide financial statements, readers may better understand the long-term impact of the government's near-term financing decisions. The relationship or differences between governmental activities (reported in the Statement of Net Assets and the Statement of Activities) and governmental funds is detailed in a reconciliation following the fund financial statements.

The Corporation maintains one individual governmental fund. Information is presented separately in the governmental fund balance sheet and in the governmental fund statement of revenues, expenditures, and changes in fund balances for the general fund.

Fiduciary Funds. Fiduciary funds are used to account for resources held for the benefit of parties outside the government. Fiduciary funds are not reflected in the government-wide financial statement because the resources of those funds are not available to support the Corporation's own programs. The accounting used for fiduciary funds is much like that used for proprietary funds. The Corporation does not currently have any fiduciary funds.

Notes to the Financial Statements. The notes provide additional information that is essential to a full understanding of the data provided in the government-wide and funds financial statements.

**LAKE DALLAS ECONOMIC
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MANAGEMENT'S DISCUSSION AND ANALYSIS
SEPTEMBER 30, 2007

Other Information. In addition to the basic financial statements and accompanying notes, this report also presents certain required supplementary information highlighting budgetary information for the general fund.

Government-wide Financial Analysis

The Corporation's combined net assets were \$212,443 as of September 30, 2007. The Corporation first implemented GASB Statement No. 34, *Basic Financial Statement – and Management's Discussion and Analysis – for State and Local Governments*, for fiscal year 2004. The following analysis presents both current and prior year data and discusses significant changes in the accounts. This analysis focuses on the net assets (Table 1) and general revenues (Table 2) and changes in net assets (Table 3) of the Corporation's governmental activities.

Table 1
Net Assets

	Governmental Activities	
	2006	2007
Current and other assets	\$248,830	\$148,132
Capital assets	<u>518,535</u>	<u>729,992</u>
Total assets	<u>767,365</u>	<u>878,124</u>
Long-term liabilities outstanding	497,517	657,116
Other liabilities	<u>3,014</u>	<u>8,565</u>
Total liabilities	<u>500,531</u>	<u>665,681</u>
Net assets:		
Invested in capital assets, net of related debt	21,018	72,876
Unrestricted	<u>245,816</u>	<u>139,567</u>
Total net assets	<u>\$266,834</u>	<u>\$212,443</u>

**LAKE DALLAS ECONOMIC
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MANAGEMENT'S DISCUSSION AND ANALYSIS
SEPTEMBER 30, 2007

The following table provides a summary of the Corporation's operations for the years ended September 30, 2006 and 2007:

Table 2
Changes in Net Assets

	Governmental Activities	
	2006	2007
Revenues:		
Program revenues:		
Charges for services	\$ -	\$ 10,000
Operating grants and contributions	25,000	-
General revenues:		
Sales taxes	252,500	272,772
Interest earnings	7,618	6,921
Miscellaneous revenue	-	172
	<u>285,118</u>	<u>289,865</u>
Expenses:		
Administration	33,972	40,658
Economic Development	172,566	251,699
Debt service-Interest	32,540	47,071
	<u>239,078</u>	<u>339,428</u>
Transfers in (out)	61,854	(4,828)
Change in net assets	107,894	(54,391)
Net assets – October 1 (beginning)	<u>158,940</u>	<u>266,834</u>
Net assets – September 30 (ending)	<u>\$ 266,834</u>	<u>\$ 212,443</u>

Financial Analysis of the Government's Funds

Governments Funds. The focus of the Corporation's governmental funds is to provide information on near-term inflows, outflows, and balances of spendable resources. Such information is useful in assessing the Corporation's financing requirements. In particular, unreserved fund balance may serve as a useful measure of government's net resources available for spending at the end of the period.

As of the end of the current period, the Corporation's governmental funds reported combined ending fund balances of \$139,567, a decrease of \$106,249 in comparison with the beginning of the period. All of this amount constitutes unreserved fund balance, which is available for spending at the Corporation's discretion.

General Fund Budgetary Highlights

During the current year, the Board of Directors of the Corporation amended the budget for the General Fund on one occasion.

The original budget reflected that the activity for the year would decrease available fund balance by \$78,550. The available fund balance for the general fund actually decreased in the amount of \$106,249. This increase was due primarily to significant economic development grants expended during the year.

**LAKE DALLAS ECONOMIC
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MANAGEMENT'S DISCUSSION AND ANALYSIS
SEPTEMBER 30, 2007

Capital Asset and Debt Administration

Capital Assets. The Corporation's investment in capital assets for its governmental activities as of September 30, 2007 amount to \$729,992. The investment in capital assets consists of two tracts of land purchased in a prior fiscal year, plus the current year purchase of a Main Street property.

Additional information on the Corporation's capital assets can be found in Note 3 of this report.

Long-term Debt. At the end of the current period, the Corporation's long-term debt consisted of two bank loans, with an outstanding total balance of \$657,116.

Additional information on the Corporation's long-term debt can be found in Note 4 of this report.

Economic Factors and Next Year's Budgets

The Economic Development Corporation (EDC) is a 4A sales tax corporation and as such primary funding comes from a ½ cent sales tax. For the last several years the sales tax revenue has been increasing at rates higher than inflation. The sales tax revenues for the last year grew at the rate of 8%, with an actual dollar increase of \$40,000 over the previous year. The budget for FY 2008 targets a 6% increase based on the historic rise in the sales tax receipts and on the occupancy of new space on Swisher Road that has now occurred. While not totally immune to the ups and downs of the economy at large the City of Lake Dallas' sales tax businesses are less affected—lots of gas stations with the convenience store attached and a lot of liquor stores. There has been the loss of three long term restaurants this year but the other area restaurants have picked up those customers most noticeably the Point Restaurant that has just celebrated its first year in business.

New business properties are in the near future for Lake Dallas—a new gas service station and convenience store on Swisher Road slated for construction in August and a 3,000 square foot space on Main Street will be available in late summer—these new spaces won't have a significant impact on the FY 2008 revenues but will affect FY 2009.

The EDC has terminated much of the advertising campaign that it had undertaken for three years in an effort to brand the name in the minds of commercial real estate brokers. The new direction is a comprehensive program using World Economic Development Alliance that includes print media, trade show exhibits and internet promotion to attract new business and development to Lake Dallas. A much improved Shop Lake Dallas Campaign requiring customers to actually shop in a Lake Dallas business to get a raffle ticket was conducted by the EDC in conjunction with holiday activities from Thanksgiving through Christmas.

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MANAGEMENT'S DISCUSSION AND ANALYSIS
SEPTEMBER 30, 2007

The EDC has purchased key properties in order to control their redevelopment. Two properties were purchased in 2006—20 acres along the extension of Swisher Road, and a 42,000 square foot property on Shady Shores Drive next to the Post Office. Another property on Main Street was purchased in FY 2007 to control and further the redevelopment of Main Street. The two smaller properties have contracts to purchase with significant redevelopment potential and are awaiting finalization of financing to begin the construction. The EDC is involved through incentive grants on these properties as well. The 20 acre parcel on Swisher Road has had some interest primarily since the EDC had such a low cost on their purchase—\$380,000 that leads prospects to hope for a low land cost for their development. However, the bridge crossing over Lewisville Lake will not be completed for another year and a half and the land is not ready for development until that crossing is completed. The EDC is considering putting out an RFP to solicit development proposals on the property six to nine months before the crossing is complete.

The improvement to Swisher Road and construction of the bridge across the lake will have a huge impact on existing businesses along Swisher Road and will result in developments on vacant properties along Swisher Road in addition to the EDC's property. The initial project that had the Swisher Road property under contract has not materialized due to problems getting financing, the delays relating to the bridge construction and partnership issues. The remaining partner is still interested in pursuing a development on the property but has not presented the EDC with any plans or schedule. The other major property affected by the Swisher Road project is a vacant 40 acre tract immediately adjacent to the EDC property on Swisher Road. Development of this tract is probably two to three years off.

The net result of these development projects is that additional retail development will be coming to Lake Dallas for the next several years which bodes well for the sale tax revenues and the EDC's ability to help new and expanding businesses.

The EDC continues to support private development with cash incentives. In 2007 cash incentives were awarded to Workfor LLC for a two building 12,000 square foot project in downtown Lake Dallas. An incentive Grant was also approved for a local business expansion—Daniels Air Condition—the contract purchaser of the 42,000 square foot property the EDC owns. A final incentive grant was awarded to assist the EDC's tenant relocate from the property that Workfor LLC is going to redevelop. These grants will spill over into FY 2008 based on progress to date on the projects.

Requests for Information

This financial report is designed to provide a general overview of the Corporation's finances for all those with an interest in the Corporation's finances. Questions concerning any of the information provided in this report or requests for additional financial information should be addressed to Lake Dallas Economic Development Corporation, 212 Main St., Lake Dallas, Texas, 75065.

BASIC FINANCIAL STATEMENTS

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**LAKE DALLAS ECONOMIC
DEVELOPMENT CORPORATION**

STATEMENT OF NET ASSETS
SEPTEMBER 30, 2007

	<u>Primary Government</u>
	<u>Governmental</u> <u>Activities</u>
ASSETS	
Cash and Investments	\$127,402
Receivables:	
Sales taxes	20,730
Capital Assets:	
Land	582,535
Building, net	<u>147,457</u>
Total Assets	<u>878,124</u>
LIABILITIES	
Accounts Payable	7,505
Due to City of Lake Dallas	60
Rental Security Deposit	1,000
Noncurrent Liabilities:	
Due within one year	53,585
Due in more than one year	<u>603,531</u>
Total Liabilities	<u>665,681</u>
NET ASSETS	
Invested in Capital Assets, net of related debt	72,876
Unrestricted Net Assets	<u>139,567</u>
Total Net Assets	<u>\$212,443</u>

The accompanying Notes are an integral part of this statement.

**LAKE DALLAS ECONOMIC
DEVELOPMENT CORPORATION**

STATEMENT OF ACTIVITIES
FOR THE YEAR ENDED SEPTEMBER 30, 2007

<u>Functions/Programs</u>	<u>Expenses</u>	<u>Program Revenues</u>	
		<u>Charges for Services</u>	<u>Operating Grants and Contributions</u>
GOVERNMENTAL ACTIVITIES:			
Administration	\$ 40,658	\$ -	\$ -
Economic Development	251,699	10,000	-
Debt Service-Interest	<u>47,071</u>	<u>-</u>	<u>-</u>
Total Governmental Activities	<u>339,428</u>	<u>10,000</u>	<u>-</u>
TOTAL PRIMARY GOVERNMENT	<u>\$ 339,428</u>	<u>\$ 10,000</u>	<u>\$ -</u>

GENERAL REVENUES:

Taxes:
 Sales taxes
Interest earnings
Miscellaneous revenue
Transfers in (out)
 Total General Revenues

Change in Net Assets

NET ASSETS, October 1 (beginning)

NET ASSETS, September 30 (ending)

The accompanying Notes are an integral part of this statement.

Net (Expense) Revenue and
Change in Net Assets

Governmental
Activities

\$ (40,658)

(241,699)

(47,071)

(329,428)

(329,428)

272,772

6,921

172

(4,828)

275,037

(54,391)

266,834

\$212,443

**LAKE DALLAS ECONOMIC
DEVELOPMENT CORPORATION**

BALANCE SHEET – GOVERNMENTAL FUNDS
SEPTEMBER 30, 2007

	General Fund	Total Governmental Funds
ASSETS		
Cash and Investments	\$127,402	\$127,402
Receivables:		
Sales taxes	<u>20,730</u>	<u>20,730</u>
Total Assets	<u>\$148,132</u>	<u>\$148,132</u>
 LIABILITIES AND FUND BALANCE		
Liabilities:		
Current Liabilities:		
Accounts Payable	\$ 7,505	\$ 7,505
Due to City of Lake Dallas	60	60
Rental Security Deposit	<u>1,000</u>	<u>1,000</u>
Total Current Liabilities	<u>8,565</u>	<u>8,565</u>
 Fund Balance:		
Undesignated	<u>139,567</u>	<u>139,567</u>
Total Fund Balance	<u>139,567</u>	<u>139,567</u>
Total Liabilities and Fund Balance	<u>\$148,132</u>	<u>\$148,132</u>

The accompanying Notes are an integral part of this statement.

**LAKE DALLAS ECONOMIC
DEVELOPMENT CORPORATION**

RECONCILIATION OF THE GOVERNMENTAL FUNDS BALANCE SHEET TO THE
STATEMENT OF NET ASSETS
SEPTEMBER 30, 2007

Total Fund Balances – Governmental Funds \$139,567

Capital assets used in governmental activities are not financial resources and therefore are not reported in governmental funds. At the beginning of the year, the cost of these assets was \$518,535 and the accumulated depreciation was \$0. In addition, long-term liabilities, including loans payable of \$497,517 are not due and payable in the current period, and, therefore are not reported as liabilities in the funds. The net effect of including the beginning balances for capital assets (net of depreciation) and long-term debt in the governmental activities is to increase net assets. 21,018

Current period capital outlays are expenditures in the fund financial statements, but are shown as an increase in capital assets in the government-wide financial statements. The net effect of including the current period capital outlays is to increase net assets. 214,594

The 2007 depreciation expense increases accumulated depreciation. The net effect of the current year's depreciation is to decrease net assets. (3,137)

Current period loan proceeds are other resources in the fund financial statement, but are shown as long-term debt in the government-wide financial statements. The net effect of including the loan proceeds is to decrease net assets. (212,000)

Current period long-term debt principal payments are expenditures in the fund financial statements, but are shown as reductions in long-term debt in the government-wide financial statements. The net effect of including the debt principal payments is to increase net assets. 52,401

Net Assets of Governmental Activities \$212,443

The accompanying Notes are an integral part of this statement.

**LAKE DALLAS ECONOMIC
DEVELOPMENT CORPORATION**

STATEMENT OF REVENUES, EXPENDITURES, AND CHANGE IN FUND BALANCE
GOVERNMENTAL FUNDS
FOR THE YEAR ENDED SEPTEMBER 30, 2007

	<u>General Fund</u>	<u>Total Governmental Funds</u>
Revenues:		
Sales tax	\$272,772	\$272,772
Donations	10,000	10,000
Interest income	6,921	6,921
Other	<u>172</u>	<u>172</u>
Total Revenues	<u>289,865</u>	<u>289,865</u>
Expenditures:		
Economic development grants	170,000	170,000
Marketing	42,827	42,827
Infrastructure	35,340	35,340
Professional services	395	395
Staff services	35,000	35,000
Legal and audit fees	2,775	2,775
Dues and memberships	920	920
Travel and training	753	753
Office expenses	76	76
Miscellaneous	1,134	1,134
Capital outlay-land and building (Main St)	214,594	214,594
Debt Service:		
Principal	52,401	52,401
Interest	<u>47,071</u>	<u>47,071</u>
Total Expenditures	<u>603,286</u>	<u>603,286</u>
Excess of Revenues Over (Under) Expenditures	<u>(313,421)</u>	<u>(313,421)</u>
Other Resources (Uses):		
Loan Proceeds	212,000	212,000
Transfers in	39,235	39,235
Transfers out	<u>(44,063)</u>	<u>(44,063)</u>
Total Other Resources (Uses)	<u>207,172</u>	<u>207,172</u>
Net Change in Fund Balance	(106,249)	(106,249)
Fund Balance – October 1 (beginning)	<u>245,816</u>	<u>245,816</u>
Fund Balance – September 30 (ending)	<u>\$139,567</u>	<u>\$139,567</u>

The accompanying Notes are an integral part of this statement.

**LAKE DALLAS ECONOMIC
DEVELOPMENT CORPORATION**

RECONCILIATION OF THE GOVERNMENTAL FUNDS STATEMENT OF REVENUES,
EXPENDITURES, AND CHANGE IN FUND BALANCE TO THE STATEMENT OF ACTIVITIES
FOR THE YEAR ENDED SEPTEMBER 30, 2007

Total Net Change in Fund Balances – Governmental Funds	\$ (106,249)
Current period capital outlays are expenditures in the fund financial statements, but are shown as an increase in capital assets in the government-wide financial statements. The net effect of including the current period capital outlays is to increase net assets.	214,594
Depreciation is not recognized as an expense in governmental funds since it does not require the use of current financial resources. The net effect of the current year's depreciation is to decrease net assets.	(3,137)
Current period loan proceeds are other resources in the fund financial statement, but are shown as long-term debt in the government-wide financial statements. The net effect of including the loan proceeds is to decrease net assets.	(212,000)
Current period long-term debt principal payments are expenditures in the fund financial statements, but are shown as reductions in long-term debt in the government-wide financial statements. The net effect of including the debt principal payments is to increase net assets.	<u>52,401</u>
Change in Net Assets of Governmental Activities	<u>\$ (54,391)</u>

The accompanying Notes are an integral part of this statement.

**LAKE DALLAS ECONOMIC
DEVELOPMENT CORPORATION**

NOTES TO THE BASIC FINANCIAL STATEMENTS
SEPTEMBER 30, 2007

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The financial statements of the Lake Dallas Economic Development Corporation (the "Corporation") are presented in accordance with generally accepted accounting principles applicable to state and local governmental units as set forth by the Governmental Accounting Standards Board ("GASB").

In fiscal year 2004, the Corporation implemented GASB Statement No. 34, *Basic Financial Statements – and Management's Discussion and Analysis – for the State and Local Governments*, GASB Statement No. 37, *Basic Financial Statements – and Management's Discussion and Analysis – for State and Local Governments: Omnibus* which provides additional guidance for the implementation of GASB Statement 34, GASB Statement No. 38, *Certain Financial Statement Disclosures*, which changes note disclosures requirements for governmental entities, and GASB Interpretation No. 6, *Recognition and Measurement of Certain Liabilities and Expenditures in Governmental Fund Financial Statements*, which clarifies the application of standards for modified accrual recognition of certain liabilities and expenditures in areas where difference have arisen, or potentially could arise, in interpretation and practice of GASB Statement No. 34.

GASB Statements No. 34 established a new financial reporting model for state and local governments that included the addition of management's discussion and analysis, government-wide financial statements, required supplementary information and the elimination of the use of account groups to the already required fund financial statements and notes. GASB Statement No. 37 provides additional guidance in reporting infrastructure, program revenues and major criteria.

The GASB determined that fund accounting has and will continue to be essential in helping governments to achieve fiscal accountability and should, therefore, be retained. The GASB also determined that the government-wide financial statements are needed to allow users of financial reports to assess a government's operational accountability. The new GASB model integrates fund-based financial reporting and government-wide financial reporting as complementary components of a single comprehensive financial reporting model.

The following is a summary of the more significant accounting policies.

A. Reporting Entity

Lake Dallas Economic Development Corporation is a Texas non-profit industrial development corporation formed on January 1, 2003 under the Development Corporation Act of 1979, with the approval of the City Council of the City of Lake Dallas, Texas, and governed by Section 4A of the Act. The Corporation is managed by a five-member Board of Directors.

The purpose of the Corporation is to promote economic and industrial development within the City of Lake Dallas, Texas in order to eliminate unemployment and underemployment, to promote and encourage employment and the public welfare of the City, and to promote and encourage commercial expansion and development. The primary source of funding for the Corporation is a one-quarter cent sales tax approved by the voters of the City of Lake Dallas in Fall, 2002.

**LAKE DALLAS ECONOMIC
DEVELOPMENT CORPORATION**

NOTES TO THE BASIC FINANCIAL STATEMENTS
SEPTEMBER 30, 2007

The accompanying financial statements present the Corporation and its component units, entities for which the Corporation is considered to be financially accountable. The criteria for including organizations as component units within the Corporation's reporting entity, as set forth in Section 2100 GASB's Codification of Governmental Accounting and Financial Reporting Standards, include whether:

- the organization is legally separate (can sue and be sued in their own name)
- the Corporation holds the corporate powers of the organization
- the Corporation appoints a voting majority of the organization's board
- the Corporation is able to impose its will on the organization
- the organization has the potential to impose a financial benefit/burden on the Corporation
- there is fiscal dependency by the organization on the Corporation

No component units, as defined by GASB standards, have been identified for inclusion in the reporting entity. However, because the Board of Directors of the Corporation are appointed by and serve at the pleasure of the City Council of the City of Lake Dallas, and because the Corporation exists primarily to benefit the City of Lake Dallas, the Corporation's financial activity is also included as a component unit in the financial statements of the City of Lake Dallas, Texas.

B. Government-wide and Fund Financial Statements

The government-wide financial statements (i.e., the Statement of Net Assets and the Statement of Changes in Net Assets) report information on all of the non-fiduciary activities of the Corporation. Governmental activities, which normally are supported by taxes and intergovernmental revenues, are reported separately from business-type activities, which rely to a significant extent on fees and charges for support. The Corporation had no business-type activities during the period.

The statement of activities demonstrates the degree to which the direct expenses of a given function or segment are offset by program revenues. Direct expenses are those that are clearly identifiable with a specific function or segment. Program revenues include 1) charges to customers or applicants who purchase, use or directly benefit from goods, services, or privileges provided by a given function or segment and 2) grants and contributions that are restricted to meeting the operational or capital requirements of a particular function or segment. Taxes and other items not properly included among program revenues are reported instead as general revenues.

Separate financial statements are provided for governments funds, proprietary funds, and fiduciary funds, even though the latter are excluded for the government-wide financial statements. Major individual governmental funds are reported as separate columns in the fund financial statements. The Corporation had no proprietary funds or fiduciary funds during the period.

**LAKE DALLAS ECONOMIC
DEVELOPMENT CORPORATION**

NOTES TO THE BASIC FINANCIAL STATEMENTS
SEPTEMBER 30, 2007

C. Measurement Focus, Basis of Accounting, and Financial Statement Presentation

The government-wide financial statements are reported using the economic resources measurement focus and the accrual basis of accounting, as are proprietary fund and fiduciary fund financial statements. Revenues are recorded when earned and expenses are recorded when a liability is incurred, regardless of the timing of related cash flows. Grants and similar items are recognized as revenue as soon as all eligibility requirements imposed by the provider have been met.

Governmental fund financial statements are reported using the current financial resources measurement focus and the modified accrual basis of accounting. Revenues are recognized as soon as they are both measurable and available. Revenues are considered to be available when they are collectible within the current period or soon enough thereafter to pay liabilities of the current period. For this purpose, the Corporation considers revenues to be available if they are collected within 60 days of the end of the current fiscal period. Expenditures generally are recorded when a liability is incurred, as under accrual accounting. However, debt service expenditures, as well as expenditures related to compensated absences and claims and judgments, are recorded only when payment is due.

Sales taxes and interest associated with the current fiscal period are both considered to be susceptible to accrual. All other revenue items are considered to be measurable and available only when cash is received by the Corporation. The amount shown as sales tax receivable on the balance sheet consists of sales tax received from the State in October, 2007.

The Corporation reports the following major governmental fund:

General Fund – The General fund accounts for the resources used to finance the fundamental operations of the Corporation. It is the basic fund of the Corporation and includes all activities except those required to be accounted for in another fund. Currently, the Corporation uses no funds other than the General Fund.

Program revenues include: 1) charges to customers or applicants for goods, services, or privileges provided; 2) operating grants and contributions; and 3) capital grants and contributions, including special assessments. Internally dedicated resources are reported as general revenues rather than as program revenues. Likewise, general revenues include all taxes.

D. Cash and Investments

The Corporation's cash consists of demand deposits. The Corporation's investments consists of deposits in State investment pools and one certificate of deposit.

E. 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.

**LAKE DALLAS ECONOMIC
DEVELOPMENT CORPORATION**

NOTES TO THE BASIC FINANCIAL STATEMENTS
SEPTEMBER 30, 2007

F. Capital Assets

Capital assets, which include property, plant, equipment and infrastructure assets (e.g., streets, roads, sidewalks and similar items) are reported in the governmental activities column in the government-wide financial statements. The Corporation defines capital assets as assets with an initial individual cost of more than \$1,000 and an estimated useful life in excess of one year. Such assets are recorded at historical cost or estimated historical cost if purchased or constructed. Donated capital assets are recorded at estimated fair market value at the time received. The cost of normal maintenance and repairs that do not add to the value of the asset or materially extend asset lives are not capitalized.

The only capital assets owned by the Corporation at September 30, 2007 are two tracts of land and one commercial building. Land is not depreciated. Depreciation has been calculated on the building using the straight-line method and an estimated useful life of 40 years.

G. Net Assets

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

H. Budgets and Budgetary Accounting

The Corporation follows these procedures in establishing the budgetary data reflected in the financial statements:

- a. A proposed operating budget for the fiscal year commencing the following October 1, is submitted to the City of Lake Dallas City Council. The operating budget includes proposed expenditures and the means of financing them for the general fund.
- b. A public hearing is conducted to obtain taxpayer comments.
- c. The budget is legally enacted through passage of an ordinance.
- d. Any revisions that alter the total expenditures for governmental type funds must be approved by the City of Lake Dallas City Council.

The budget for the general fund is adopted on a basis consistent with generally accepted accounting principles (GAAP). The budget was amended during the year by the Corporation on one occasion.

**LAKE DALLAS ECONOMIC
DEVELOPMENT CORPORATION**

NOTES TO THE BASIC FINANCIAL STATEMENTS
SEPTEMBER 30, 2007

2. DEPOSITS AND INVESTMENTS

The Corporation's funds are required to be deposited and invested under the terms of a depository agreement. The depository bank deposits for safekeeping and trust with the Corporation's agent bank approved pledged securities in an amount sufficient to protect Corporation funds on a day-to-day basis during the period of the agreement. The pledge of approved securities is waived only to the extent of the depository bank's dollar amount of Federal Deposit Insurance Corporation ("FDIC") insurance.

1. Cash Deposits:

At September 30, 2007, the carrying amount of the Corporation's deposits in checking accounts and interest-bearing savings accounts was \$24,493 and the bank balance was \$24,493. The Corporation's cash deposits at September 30, 2007 were entirely covered by FDIC insurance or by pledged collateral held by the Corporation's agent bank in the Corporation's name.

2. Investments:

The Public Funds Investment Act (Government Code Chapter 2256) contains specific provisions in the areas of investment practices, management reports and establishment of appropriate policies. Among other things, it requires the Corporation to adopt, implement, and publicize an investment policy. That policy must address the following areas: (1) safety of principal and liquidity, (2) portfolio diversification, (3) allowable investments, (4) acceptable risk levels, (5) expected rates of return, (6) maximum allowable stated maturity of portfolio investments, (7) maximum average dollar-weighted maturity allowed based on the stated maturity date for the portfolio, (8) investment staff quality and capabilities, (9) and bid solicitation preferences for certificates of deposit. Statutes authorize the Corporation to invest in (1) obligations of the U.S. Treasury, certain U.S. agencies, and the State of Texas, (2) certificates of deposit, (3) certain municipal securities, (4) money market savings accounts, (5) repurchase agreements, (6) bankers acceptance, (7) Mutual Funds, (8) Investment pools, (9) guaranteed investment contracts, (10) and common trust funds. The Act also requires the Corporation to have independent auditors perform test procedures related to investment practices as provided by the Act. The Corporation is in substantial compliance with the requirements of the Act and with local policies.

In compliance with the Public Funds Investment Act, the Corporation has adopted a deposit and investment policy. That policy addresses the following risks:

- a. **Custodial Credit Risk – Deposits:** In the case of deposits, this is the risk that, in the event of a bank failure, the Corporation's deposits may not be returned to it. As of September 30, 2007, the Corporation's cash balances totaled \$24,493. This entire amount was either collateralized with securities held by the Corporation's financial institution's agent in the Corporation's name or covered by FDIC insurance. Thus, the Corporation's deposits are not exposed to custodial credit risk.

**LAKE DALLAS ECONOMIC
DEVELOPMENT CORPORATION**

NOTES TO THE BASIC FINANCIAL STATEMENTS
SEPTEMBER 30, 2007

Investments (Continued):

- b. Custodial Credit Risk – Investments: For an investment, this is the risk that, in the event of the failure of the counterparty, the Corporation will not be able to recover the value of its investments or collateral securities that are in the possession of an outside party. At September 30, 2007, the Corporation held all of its investments in LOGIC public funds investment pool accounts and one bank certificate of deposit. Investments in external investment pools are considered unclassified as to custodial credit risk because they are not evidenced by securities that exist in physical or book entry form. The District is not exposed to custodial credit risk for its certificate of deposit as it is covered by FDIC insurance.
- c. Credit Risk: This is the risk that an issuer or other counterparty to an investment will be unable to fulfill its obligation. The rating of securities by nationally recognized rating agencies is designed to give an indication of credit risk. The credit quality rating for LOGIC at year-end was AAA (Standard & Poor's).
- d. Interest Rate Risk: This is the risk that changes in interest rates will adversely affect the fair value of an investment. The Corporation manages its exposure to declines in fair values by limiting the weighted average maturity of its investment portfolio to less than one year from the time of purchase. The weighted average maturity for the LOGIC investment pool is less than 60 days.
- e. Foreign Currency Risk: This is the risk that exchange rates will adversely affect the fair value of an investment. At September 30, 2007, the Corporation was not exposed to foreign currency risk.
- f. Concentration of Credit Risk: This is the risk of loss attributed to the magnitude of the Corporation's investment in a single issuer (i.e., lack of diversification). Concentration risk is defined as positions of 5 percent or more in the securities of a single issuer. Investment pools are excluded from the 5 percent disclosure requirement. At September 30, 2007, the Corporation held 32% of its total investments in a certificate of deposit at Northstar Bank.

Public funds investment pools in Texas ("Pools") are established under the authority of the Interlocal Cooperation Act, Chapter 79 of the Texas Government Code, and are subject to the provisions of the Public Funds Investment Act (the "Act"), Chapter 2256 of the Texas Government Code. In addition to other provisions of the Act designed to promote liquidity and safety of principal, the Act requires Pools to: 1) have an advisory board composed of participants in the pool and other persons who do not have a business relationship with the pool and are qualified to advise the pool; 2) maintain a continuous rating of no lower than AAA or AAA-m or an equivalent rating by at least one nationally recognized rating service; and 3) maintain the market value of its underlying investment portfolio within one half of one percent of the value of its shares.

**LAKE DALLAS ECONOMIC
DEVELOPMENT CORPORATION**

NOTES TO THE BASIC FINANCIAL STATEMENTS
SEPTEMBER 30, 2007

The Corporation's investments in Pools are reported at an amount determined by the fair value per share of the pool's underlying portfolio, unless the pool is 2a7-like, in which case they are reported at share value. A 2a7-like pool is one which is not registered with the Securities and Exchange Commission ("SEC") as an investment company, but nevertheless has a policy that it will, and does, operate in a manner consistent with the SEC's Rule 2a7 of the Investment Company Act of 1940.

The Corporation's investment at September 30, 2007 is shown below:

<u>Name</u>	<u>Carrying Amount</u>	<u>Market Value</u>
LOGIC Investment Pool	\$ 69,905	\$ 69,905
Certificate of deposit	<u>33,004</u>	<u>33,004</u>
Total	<u>\$102,909</u>	<u>\$102,909</u>

3. CAPITAL ASSETS

Capital asset activity for the year ended September 30, 2007 was as follows:

	<u>Beginning Balance</u>	<u>Increases</u>	<u>Decreases</u>	<u>Ending Balance</u>
Governmental activities:				
Cost:				
Land	\$518,535	\$ 64,000	\$ -	\$582,535
Building	<u>-</u>	<u>150,594</u>	<u>-</u>	<u>150,594</u>
Total at historic cost	<u>518,535</u>	<u>214,594</u>	<u>-</u>	<u>733,129</u>
Accumulated Depreciation:				
Building	<u>-</u>	<u>(3,137)</u>	<u>-</u>	<u>(3,137)</u>
Total	<u>-</u>	<u>(3,137)</u>	<u>-</u>	<u>(3,137)</u>
Governmental activities, net	<u>\$518,535</u>	<u>\$211,457</u>	<u>\$ -</u>	<u>\$729,992</u>

**LAKE DALLAS ECONOMIC
DEVELOPMENT CORPORATION**

NOTES TO THE BASIC FINANCIAL STATEMENTS
SEPTEMBER 30, 2007

4. LONG-TERM DEBT

Long-term debt of the Corporation consists of two bank loans obtained for the purchase of property. The following is a summary of the changes in the Corporation's long term debt for the year ended September 30, 2007:

<u>Description</u>	<u>Interest Rate Payable</u>	<u>Amounts Outstanding 10/01/06</u>	<u>Additions</u>	<u>Retired</u>	<u>Amounts Outstanding 9/30/07</u>	<u>Due Within One Year</u>
Bank Loan-						
Northstar Bank	6.75%	\$497,517	\$ -	\$ 48,724	\$448,793	\$ 48,724
Bank Loan-						
Northstar Bank	8.25%	-	212,000	3,677	208,323	4,861
Total Long-Term Debt		<u>\$497,517</u>	<u>\$212,000</u>	<u>\$52,401</u>	<u>\$657,116</u>	<u>\$ 53,585</u>

Presented below is a summary of bank loan requirements to maturity:

<u>Year Ended September 30,</u>	<u>Principal</u>	<u>Interest</u>	<u>Total Requirements</u>
2008	\$ 53,585	\$ 45,792	\$ 99,377
2009	54,001	42,086	96,087
2010	54,454	38,345	92,799
2011	54,944	34,565	89,509
2012	55,478	30,743	86,221
2013-2017	248,677	97,518	346,195
2018-2022	65,628	43,704	109,332
2023-2026	70,349	11,687	82,036
TOTAL	<u>\$657,116</u>	<u>\$344,440</u>	<u>\$1,001,556</u>

5. COMMITMENT

The Development Corporation Act authorizes the Corporation to provide economic development grants suitable for expenditures for infrastructure necessary to promote or develop new or expanded business enterprises in the City of Lake Dallas. During the year ended September 30, 2007 the Corporation entered into an agreement to provide a \$135,000 economic development grant to an existing business to defray a portion of the cost of infrastructure and improvements. \$70,000 of the commitment was paid during the year ended September 30, 2007. The Corporation is committed to the payment of the remaining \$65,000 when certain construction timelines are met. In addition to this commitment, other commitments totaling \$42,290 made by the Corporation exist at September 30, 2007.

**LAKE DALLAS ECONOMIC
DEVELOPMENT CORPORATION**

NOTES TO THE BASIC FINANCIAL STATEMENTS
SEPTEMBER 30, 2007

6. EXPENDITURES BY CHARACTER

The format of the Statement of Revenues, Expenditures and Change in Fund Balance-Governmental Funds shows expenditures classified by project, meaning capital outlay directly associated with a particular project is charged to that account. Expenditures by character are as follows:

Current	\$253,880
Capital outlay	249,934
Debt service:	
Principal	52,401
Interest	<u>47,071</u>
Total	<u>\$603,286</u>

7. TRANSFERS IN AND TRANSFERS OUT

Transfers in and transfers out shown on the Statement of Revenues, Expenditures and Change in Fund Balance consist of the following:

- Transfers in of \$39,235 represent Series 2006 certificates of obligation proceeds transferred from the City of Lake Dallas to fund the cost of a paving and drainage project.
- Transfers out of \$44,063 represent funds transferred to the City of Lake Dallas, under terms of a written agreement with the City, to use in making long-term debt payments on the Series 2006 certificates of obligation. The Corporation has committed to continued future contributions toward the Series 2006 certificates of obligation annual debt service requirements, based on the portion of the proceeds used by the Corporation.

REQUIRED SUPPLEMENTARY INFORMATION

**LAKE DALLAS ECONOMIC
DEVELOPMENT CORPORATION**

STATEMENT OF REVENUES, EXPENDITURES, AND CHANGE IN FUND BALANCE
BUDGET AND ACTUAL – GENERAL FUND
FOR THE YEAR ENDED SEPTEMBER 30, 2007

	<u>Budgeted Amounts</u>		Actual Amounts (GAAP BASIS)	Variance With Final Budget
	<u>Original</u>	<u>Final</u>		
Revenues:				
Sales tax	\$ 268,000	\$ 268,000	\$ 272,772	\$ 4,772
Donations	-	-	10,000	10,000
Interest income	5,000	5,000	6,921	1,921
Other	-	-	172	172
Total Revenues	<u>273,000</u>	<u>273,000</u>	<u>289,865</u>	<u>16,865</u>
Expenditures:				
Economic development grants	50,000	150,000	170,000	(20,000)
Marketing	75,000	75,000	42,827	32,173
Infrastructure	190,000	190,000	35,340	154,660
Professional services	10,000	10,000	395	9,605
Office expenses	500	500	76	424
Staff services	35,000	35,000	35,000	-
Legal and audit fees	6,000	6,000	2,775	3,225
Dues and memberships	1,350	1,350	920	430
Travel and training	4,000	3,000	753	2,247
Web site development	1,200	1,200	-	1,200
Miscellaneous	500	1,500	1,134	366
Capital outlay-land and building (Main St.)	-	-	214,594	(214,594)
Debt service:				
Principal	55,000	48,633	52,401	(3,768)
Interest	63,000	43,690	47,071	(3,381)
Total Expenditures	<u>491,550</u>	<u>565,873</u>	<u>603,286</u>	<u>(37,413)</u>
Excess of Revenues Over (Under) Expenditures	<u>(218,550)</u>	<u>(292,873)</u>	<u>(313,421)</u>	<u>(20,548)</u>
Other Resources (Uses):				
Note proceeds	-	-	212,000	212,000
Transfers in	140,000	140,000	39,235	(100,765)
Transfers out	-	(43,900)	(44,063)	(163)
Total Other Resources (Uses)	<u>140,000</u>	<u>96,100</u>	<u>207,172</u>	<u>111,072</u>
Net Change in Fund Balance	(78,550)	(196,773)	(106,249)	90,524
Fund Balance – October 1 (beginning)	<u>245,816</u>	<u>245,816</u>	<u>245,816</u>	<u>-</u>
Fund Balance – September 30 (ending)	<u>\$ 167,266</u>	<u>\$ 49,043</u>	<u>\$ 139,567</u>	<u>\$ 90,524</u>

MEMBERS:
AMERICAN INSTITUTE OF
CERTIFIED PUBLIC
ACCOUNTANTS
TEXAS SOCIETY OF CERTIFIED
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TONN & SEAY**
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INDEPENDENT AUDITORS' 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*

Board of Directors
Lake Dallas Economic Development Corporation
Lake Dallas, Texas

We have audited the financial statements of the Lake Dallas Economic Development Corporation (the "Corporation") as of and for the year ended September 30, 2007, which collectively comprise the Corporation's basic financial statements and have issued our report thereon dated January 14, 2008. We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States.

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 Corporation'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 Corporation's internal control over financial reporting. Accordingly, we do not express an opinion on the effectiveness of the Corporation's internal control over financial reporting.

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

A material weakness is a significant deficiency, or combination of significant deficiencies, that results in more than a remote likelihood that a material misstatement of the financial statements will not be prevented or detected by the Corporation's internal control.

Our consideration of internal control over financial reporting was for the limited purpose described in the first paragraph of this section and would not necessarily identify all deficiencies in internal control that might be 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 Corporation'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 that are required to be reported under *Government Auditing Standards*.

This report is intended solely for the information and use of management, and appropriate state and federal agencies and is not intended to be used and should not be used by anyone other than these specified parties.



Hankins, Eastup, Deaton, Tonn & Seay
A Professional Corporation
Certified Public Accountants

January 14, 2008