

**LAKE DALLAS ECONOMIC  
DEVELOPMENT CORPORATION**

(A component unit of the City of Lake Dallas)

FINANCIAL STATEMENTS  
AND  
AUDITORS' REPORT

SEPTEMBER 30, 2011

**LAKE DALLAS ECONOMIC  
DEVELOPMENT CORPORATION**

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

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

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CERTIFIED PUBLIC ACCOUNTANTS

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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, 2011, 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 opinions on them 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 opinions.

In our opinion the financial statements referred to above present fairly, in all material respects, the respective financial position of the governmental activities and each major fund of the Corporation as of September 30, 2011, and the respective changes in financial position thereof for the year then ended in conformity with accounting principles generally accepted in the United States of America.

In accordance with *Government Auditing Standards*, we have issued a report dated January 6, 2012, 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 grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* and should be considered in assessing the results of our audit.

Accounting principles generally accepted in the United States of America require that the management's discussion and analysis on pages 5 through 10 and the budget comparison information on page 29 be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board, who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquires of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

*Hankins, Eastup, Deaton, Tonn & Seay*

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

January 6, 2012

**MANAGEMENT'S DISCUSSION & ANALYSIS**

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**LAKE DALLAS ECONOMIC  
DEVELOPMENT CORPORATION**

MANAGEMENT'S DISCUSSION AND ANALYSIS  
SEPTEMBER 30, 2011

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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, 2011. 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, 2011 by \$77,003. None of this amount is available for discretionary spending to meet the Corporation's objective of promoting economic development.
- The Corporation's total net assets decreased by \$235,926.
- As of September 30, 2011, the Corporation's governmental funds reported a combined ending fund balance deficit of \$25,217, a decrease of \$252,232 in comparison with the beginning of the year.

**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.

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.

**LAKE DALLAS ECONOMIC  
DEVELOPMENT CORPORATION**

MANAGEMENT'S DISCUSSION AND ANALYSIS  
SEPTEMBER 30, 2011

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- **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 Corporation 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.

**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.

**LAKE DALLAS ECONOMIC  
DEVELOPMENT CORPORATION**

MANAGEMENT'S DISCUSSION AND ANALYSIS  
SEPTEMBER 30, 2011

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**Government-wide Financial Analysis**

The Corporation's combined net assets were \$77,003 as of September 30, 2011. 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	
	<u>2010</u>	<u>2011</u>
Current and other assets	\$227,160	\$ 44,508
Capital assets	<u>388,535</u>	<u>135,988</u>
Total assets	<u>615,695</u>	<u>180,496</u>
Long-term liabilities outstanding	302,621	33,768
Other liabilities	<u>145</u>	<u>69,725</u>
Total liabilities	<u>302,766</u>	<u>103,493</u>
Net assets:		
Invested in capital assets, net of related debt	85,914	102,220
Unrestricted	<u>227,015</u>	<u>(25,217)</u>
Total net assets	<u>\$312,929</u>	<u>\$ 77,003</u>

**LAKE DALLAS ECONOMIC  
DEVELOPMENT CORPORATION**

MANAGEMENT'S DISCUSSION AND ANALYSIS  
SEPTEMBER 30, 2011

The following table provides a summary of the Corporation's operations for the years ended September 30, 2010 and 2011:

Table 2  
Changes in Net Assets

	Governmental Activities	
	2010	2011
Revenues:		
Program revenues:		
Charges for services	\$ -	\$ -
General revenues:		
Sales taxes	248,317	258,213
Interest earnings	<u>122</u>	<u>15</u>
	<u>248,439</u>	<u>258,228</u>
Expenses:		
Administration	41,943	39,970
Economic Development	199,584	497,977
Debt Service-Interest	<u>22,519</u>	<u>7,680</u>
	<u>264,046</u>	<u>545,627</u>
Transfers in (out)	40,633	(15,053)
Special item-gain on sale of land	16,753	66,526
Change in net assets	41,779	(235,926)
Net assets – October 1 (beginning)	<u>271,150</u>	<u>312,929</u>
Net assets – September 30 (ending)	<u>\$312,929</u>	<u>\$ 77,003</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.

As of the end of the current period, the Corporation's governmental funds reported a combined ending fund balance deficit of \$25,217, a decrease of \$252,232 in comparison with the beginning of the period. No funds were available for spending at the Corporation's discretion at September 30, 2011.

**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 projected that the activity for the year would increase available fund balance by \$12,700. The available fund balance for the general fund actually decreased in the amount of \$252,232, due to significantly more economic development grants paid than expected.

**LAKE DALLAS ECONOMIC  
DEVELOPMENT CORPORATION**

MANAGEMENT'S DISCUSSION AND ANALYSIS  
SEPTEMBER 30, 2011

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**Capital Asset and Debt Administration**

**Capital Assets.** The Corporation's investment in capital assets for its governmental activities as of September 30, 2011 amount to \$135,988. The only capital asset activity during the current year was the sale of a portion of a tract of land. At September 30, 2011, the investment in capital assets consists of the remaining portion of the tract of land purchased in a prior fiscal year.

**Long-term Debt.** At the end of the current period, the Corporation's long-term debt consisted of a bank loan with an outstanding total balance of \$33,768. This balance is a decrease of \$268,853 or 88.9 percent below the prior year balance, primarily due to a loan payoff at the time of sale of the tract of land.

Additional information on the Corporation's long-term debt can be found in Note 3 of this report.

**Economic Factors and Next Year's Budgets**

Since the Economic Development Corporation's annual revenue is solely from Sales Tax receipts, the drop off of sales tax revenues over the last two years has hampered in its efforts to promote business development in the City. During that time frame, three significant business development opportunities arose and the EDC did its best to respond to those. Unfortunately, the planned revenues from the sale of property were not fully available to the EDC as the financial institution demanded that the note be paid in full and not transferred to the remaining property. The EDC was obligated to fund three \$150,000 incentive grants in this time frame and all came due in the same 6-month period. The result is that the EDC had to borrow funds to pay the third of the grants. The EDC also withheld payments to the General Fund for debt service and administrative fees.

During FY 2011, the sales tax receipts began to recover and the year showed a 3% increase over FY 2010. So far the sales tax revenues are running nearly 10% ahead of last year and the full impact of two of the new businesses have yet to be felt. Z Flooring and Swisher Courts are expected to add \$20,000 to the revenues for EDC.

In FY 2012, the budget calls for the EDC to repay the borrowing and pay the amounts owed to the General Fund for debt service and administrative fees in addition to being current on this year's obligations. This strong repayment schedule leaves little room for new grants unless the remaining property the EDC owns is sold and those receipts made available for grants. At this time, the EDC doesn't have any grant requests for FY 2012.

**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.

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**BASIC FINANCIAL STATEMENTS**

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**LAKE DALLAS ECONOMIC  
DEVELOPMENT CORPORATION**

STATEMENT OF NET ASSETS  
SEPTEMBER 30, 2011

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	<u>Primary Government</u>
	<u>Governmental</u> <u>Activities</u>
<b>ASSETS</b>	
Cash and Investments	\$ 4,259
Receivables:	
Sales taxes	20,579
Due from City of Lake Dallas	19,670
Capital Assets:	
Land	<u>135,988</u>
Total Assets	<u>180,496</u>
<b>LIABILITIES</b>	
Accounts Payable	19,636
Due to Lake Dallas CDC	50,000
Due to City of Lake Dallas	89
Noncurrent Liabilities:	
Due within one year	<u>33,768</u>
Total Liabilities	<u>103,493</u>
<b>NET ASSETS</b>	
Invested in Capital Assets, net of related debt	102,220
Unrestricted Net Assets	<u>(25,217)</u>
Total Net Assets	<u>\$ 77,003</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, 2011

<u>Functions/Programs</u>	<u>Expenses</u>	<u>Program Revenues</u>	
		<u>Charges for Services</u>	<u>Operating Grants and Contributions</u>
<b>GOVERNMENTAL ACTIVITIES:</b>			
Administration	\$ 39,970	\$ -	\$ -
Economic Development	497,977	-	-
Debt Service – Interest	<u>7,680</u>	<u>-</u>	<u>-</u>
Total Governmental Activities	<u>545,627</u>	<u>-</u>	<u>-</u>
<b>TOTAL PRIMARY GOVERNMENT</b>	<b><u>\$ 545,627</u></b>	<b><u>\$ -</u></b>	<b><u>\$ -</u></b>

**GENERAL REVENUES:**

Taxes:  
    Sales taxes  
Interest Earnings  
Transfers in (net)  
Special item – Gain on sale of land  
    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.

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Net (Expense) Revenue and  
Change in Net Assets

Governmental  
Activities

\$ (39,970)  
(497,977)  
(7,680)  
(545,627)  
  
(545,627)

258,213  
15  
(15,053)  
66,526  
309,701  
  
(235,926)  
  
312,929  
  
\$ 77,003

**LAKE DALLAS ECONOMIC  
DEVELOPMENT CORPORATION**

BALANCE SHEET – GOVERNMENTAL FUNDS  
SEPTEMBER 30, 2011

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	<u>General Fund</u>	<u>Total Governmental Funds</u>
ASSETS		
Cash and Investments	\$ 4,259	\$ 4,259
Receivables:		
Sales taxes	20,579	20,579
Due from City of Lake Dallas	<u>19,670</u>	<u>19,670</u>
Total Assets	<u>\$ 44,508</u>	<u>\$ 44,508</u>
LIABILITIES AND FUND BALANCE		
Liabilities:		
Current Liabilities:		
Accounts Payable	\$ 19,636	\$ 19,636
Due to Lake Dallas CDC	50,000	50,000
Due to City of Lake Dallas	<u>89</u>	<u>89</u>
Total Current Liabilities	<u>69,725</u>	<u>69,725</u>
Fund Balance (Deficit):		
Unassigned Fund Balance (Deficit)	<u>(25,217)</u>	<u>(25,217)</u>
Total Fund Balance (Deficit)	<u>(25,217)</u>	<u>(25,217)</u>
Total Liabilities and Fund Balance	<u>\$ 44,508</u>	<u>\$ 44,508</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, 2011

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**Total Fund Balances (Deficit) – Governmental Funds** \$ (25,217)

Capital assets used in governmental activities are not financial resources and therefore are not reported in governmental funds. At the end of the year, capital assets consisted of one tract of land with a cost of \$135,988. In addition, long-term liabilities consisting of a bank loan of \$33,768 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 balances for capital assets and long-term debt in the governmental activities is to increase net assets.

102,220

**Net Assets of Governmental Activities** \$ 77,003

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, 2011

	<u>General Fund</u>	<u>Total Governmental Funds</u>
Revenues:		
Sales tax	\$258,213	\$258,213
Interest income	<u>15</u>	<u>15</u>
Total Revenues	<u>258,228</u>	<u>258,228</u>
Expenditures:		
Economic development grants	454,737	454,737
Marketing	11,148	11,148
Infrastructure	2,391	2,391
Shop Lake Dallas campaign	1,774	1,774
Landscaping project	27,927	27,927
Staff services	36,000	36,000
Legal and audit fees	2,500	2,500
Dues and memberships	1,395	1,395
Travel and training	75	75
Debt Service:		
Principal	368,853	368,853
Interest	<u>7,680</u>	<u>7,680</u>
Total Expenditures	<u>914,480</u>	<u>914,480</u>
Excess of Revenue Over (Under) Expenditures	<u>(656,252)</u>	<u>(656,252)</u>
Other Resources (Uses):		
Proceeds from sale of land	319,073	319,073
Bank loan proceeds	100,000	100,000
Transfers in	373	373
Transfers out	<u>(15,426)</u>	<u>(15,426)</u>
Total Other Resources (Uses)	<u>404,020</u>	<u>404,020</u>
Net Change in Fund Balance	(252,232)	(252,232)
Fund Balance – October 1 (beginning)	<u>227,015</u>	<u>227,015</u>
Fund Balance (Deficit) – September 30 (ending)	<u>\$ (25,217)</u>	<u>\$ (25,217)</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, 2011

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<b>Total Net Change in Fund Balances – Governmental Funds</b>	<b>\$(252,232)</b>
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.	368,853
Bank loan proceeds are other resources in the fund financial statements, but are shown as additions to long-term debt in the government-wide financial statements. The net effect of including the bank loan proceeds is to decrease net assets.	(100,000)
Capital assets used in governmental activities are not financial resources and therefore are not reported in the governmental funds. The net effect of removing the basis of a tract of land sold during the current fiscal year is to decrease net assets.	<u>(252,547)</u>
<b>Change in Net Assets of Governmental Activities</b>	<b><u>\$(235,926)</u></b>

The accompanying Notes are an integral part of this statement.

**LAKE DALLAS ECONOMIC  
DEVELOPMENT CORPORATION**

NOTES TO THE BASIC FINANCIAL STATEMENTS  
SEPTEMBER 30, 2011

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**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, 2011

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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 governmental 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, 2011

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**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, 2011.

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.

**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.

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**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 asset owned by the Corporation at September 30, 2011 is one tract of land. Land is not depreciated.

**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 not amended during the year by the Corporation.

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**I. Fund Balance**

Beginning with the fiscal year ending September 30, 2011, the Corporation implemented GASB Statement No. 54, "Fund Balance Reporting and Governmental Fund Type Definitions." This Statement provides more clearly defined fund balance categories to make the nature and extent of the constraints placed on a government's fund balances more transparent.

Fund Balance Classification: The governmental fund financial statements present fund balances based on classifications that comprise a hierarchy that is based primarily on the extent to which the Corporation is bound to honor constraints on the specific purposes for which amounts in the respective governmental funds can be spent. The classifications used in the governmental fund financial statements are as follows:

- Nonspendable: This classification includes amounts that cannot be spent because they are either (a) not in spendable form or (b) are legally or contractually required to be maintained intact. The Corporation has no nonspendable fund balance at September 30, 2011.
- Restricted: This classification includes amounts for which constraints have been placed on the use of the resources either (a) externally imposed by creditors, grantors, contributors, or laws or regulations of other governments, or (b) imposed by law through constitutional provisions or enabling legislation. The Corporation has no restricted fund balance at September 30, 2011.
- Committed: This classification includes amounts that can be used only for specific purposes pursuant to constraints imposed by formal action of the Corporation's Board of Directors. The Board of Directors establishes (and modifies or rescinds) fund balance commitments by passage of a resolution. This can also be done through adoption and amendment of the budget. These amounts cannot be used for any other purpose unless the Board removes or changes the specified use by taking the same type of action that was employed when the funds were initially committed. This classification also includes contractual obligations to the extent that existing resources have been specifically committed for use in satisfying those contractual requirements. The Corporation has no committed fund balance at September 30, 2011.
- Assigned: This classification includes amounts that are constrained by the Corporation's intent to be used for a specific purpose but are neither restricted nor committed. This intent can be expressed by the Board of Directors or through the Board of Directors delegating this responsibility to other individuals in the Corporation. Under the Corporation's adopted policy, only the Board of Directors may assign amounts for specific purposes. The Corporation has assigned no fund balance at September 30, 2011.
- Unassigned: This classification includes all amounts not included in other spendable classifications, including the residual fund balance for the General Fund.

When an expenditure is incurred for purposes for which both restricted and unrestricted fund balance is available, the Corporation considers restricted funds to have been spent first. When an expenditure is incurred for which committed, assigned, or unassigned fund balances are available, the Corporation considers amounts to have been spent first out of committed funds, then assigned funds, and finally unassigned funds, as needed, unless the Board of Directors has provided otherwise in its commitment or assignment actions.

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The policy of the Board of Directors expresses an intent to maintain a level of assigned and unassigned fund balance in the general fund equal to 25 percent of the fund's operating expenditures.

Beginning fund balances for the Corporation's governmental funds have been restated to reflect the above classifications. The details of the fund balances are included in the Governmental Funds Balance Sheet on page 16.

**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, 2011, the carrying amount of the Corporation's deposits in checking accounts and interest-bearing savings accounts was \$4,128 and the bank balance was \$4,497. The Corporation's cash deposits at September 30, 2011 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:

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- 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, 2011, the Corporation's cash balances totaled \$4,497. 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.
- 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, 2011, the Corporation held all of its investments in the LOGIC public funds investment pool accounts. 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.
- 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, 2011, 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.

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.

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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, 2011 is shown below:

<u>Name</u>	<u>Carrying Amount</u>	<u>Market Value</u>
LOGIC Investment Pool	\$ 131	\$ 131
Total	<u>\$ 131</u>	<u>\$ 131</u>

**3. LONG-TERM DEBT**

Long-term debt of the Corporation at September 30, 2011 consists of bank loans obtained related to the purchase and financing of property. The following is a summary of the changes in the Corporation's long-term debt for the year ended September 30, 2011:

<u>Description</u>	<u>Interest Rate Payable</u>	<u>Amounts Outstanding 10/01/10</u>	<u>Additions</u>	<u>Retired</u>	<u>Amounts Outstanding 9/30/11</u>	<u>Due Within One Year</u>
Bank Loan-						
Northstar Bank	6.75%	\$302,621	\$ -	\$302,621	\$ -	\$ -
Bank Loan-						
Northstar Bank	6.00%	-	100,000	66,232	33,768	33,768
Total Long-Term Debt		<u>\$302,621</u>	<u>\$100,000</u>	<u>\$368,853</u>	<u>\$ 33,768</u>	<u>\$ 33,768</u>

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

<u>Year Ended September 30, 2012</u>	<u>Principal</u>	<u>Interest</u>	<u>Total Requirements</u>
	<u>\$ 33,768</u>	<u>\$ 421</u>	<u>\$ 34,189</u>
TOTAL	<u>\$ 33,768</u>	<u>\$ 421</u>	<u>\$ 34,189</u>

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NOTES TO THE BASIC FINANCIAL STATEMENTS  
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**4. 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.

As of September 30, 2011, there are no incentive grants that the Corporation has committed to pay but for which payments have not been made.

**5. 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	\$536,782
Capital outlay	1,165
Debt Service:	
Principal	368,853
Interest	<u>7,680</u>
Total	<u>\$914,480</u>

Capital outlay expended by the Corporation during the current year is not considered a capital asset of the Corporation but is capitalized by the City of Lake Dallas as capital assets expended for the City's benefit.

**6. 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 \$374 represent Series 2006 certificates of obligation proceeds transferred from the City of Lake Dallas to fund the cost of paving and drainage project.
- Transfers out of \$15,426 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.

**7. FUND BALANCE DEFICIT**

At September 30, 2011, the Corporation had a general fund fund balance deficit of \$25,217. The Corporation expects to eliminate this deficit in the coming fiscal year through reductions in expenditures.

**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, 2011

	<u>Budgeted Amounts</u>		Actual Amounts (GAAP BASIS)	Variance With Final Budget
	<u>Original</u>	<u>Final</u>		
Revenues:				
Sales tax	\$ 280,000	\$ 280,000	\$258,213	\$ (21,787)
Interest income	<u>100</u>	<u>100</u>	<u>15</u>	<u>(85)</u>
Total Revenues	<u>280,100</u>	<u>280,100</u>	<u>258,228</u>	<u>(21,872)</u>
Expenditures:				
Economic development grants	100,000	454,738	454,737	1
Marketing	16,000	15,158	11,148	4,010
Infrastructure	-	2,392	2,391	1
Shop Lake Dallas campaign	2,400	1,710	1,774	(64)
Landscaping project	-	-	27,927	(27,927)
Staff services	36,000	36,000	36,000	-
Legal and audit fees	3,000	3,000	2,500	500
Dues and memberships	1,400	1,295	1,395	(100)
Travel and training	800	45	75	(30)
Debt Service:				
Principal	48,724	74,042	368,851	(294,809)
Interest	<u>21,124</u>	<u>13,793</u>	<u>7,682</u>	<u>6,111</u>
Total Expenditures	<u>229,448</u>	<u>602,173</u>	<u>914,480</u>	<u>(312,307)</u>
Excess of Revenues Over (Under) Expenditures	<u>50,652</u>	<u>(322,073)</u>	<u>(656,252)</u>	<u>(334,179)</u>
Other Resources (Uses):				
Proceeds from sale of land	-	-	319,073	319,073
Bank loan proceeds	-	-	100,000	100,000
Transfers in	-	-	373	373
Transfers out	<u>(37,952)</u>	<u>(90,632)</u>	<u>(15,426)</u>	<u>75,206</u>
Total Other Resources (Uses)	<u>(37,952)</u>	<u>(90,632)</u>	<u>404,020</u>	<u>494,652</u>
Net Change in Fund Balance	12,700	(412,705)	(252,232)	160,473
Fund Balance – October 1 (beginning)	<u>227,015</u>	<u>227,015</u>	<u>227,015</u>	<u>-</u>
Fund Balance (Deficit) – September 30 (ending)	<u>\$ 239,715</u>	<u>\$ (185,690)</u>	<u>\$ (25,217)</u>	<u>\$ 160,473</u>

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 governmental activities and each major fund of the Lake Dallas Economic Development Corporation (the "Corporation") as of and for the year ended September 30, 2011, which collectively comprise the Corporation's basic financial statements and have issued our report thereon dated January 6, 2012. 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 deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct misstatements on a timely basis. A material weakness is a deficiency, or a combination of deficiencies in internal control, such that there is a reasonable possibility that a material misstatement of the District's financial statements will not be prevented, or detected and corrected on a timely basis.

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

## Compliance and Other Matters

As part of obtaining reasonable assurance about whether the 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 passthrough entities, 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 6, 2012