HUDSON DEVELOPMENT CORPORATION

FINANCIAL STATEMENTS

DECEMBER 31, 2018 AND 2017

HUDSON DEVELOPMENT CORPORATION

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DECEMBER 31, 2018 AND 2017

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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of
Hudson Development Corporation
Hudson, New York

We have audited the accompanying financial statements of Hudson Development Corporation (a nonprofit organization), which comprise the statements of financial position as of December 31, 2018 and 2017, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

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

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

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HUDSON DEVELOPMENT CORPORATION

INDEPENDENT AUDITOR'S REPORT (CONTINUED)

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Hudson Development Corporation as of December 31, 2018 and 2017, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Uncertainty about the Organization's Ability to Continue as a Going Concern

The accompanying financial statements have been prepared assuming that the Corporation will continue as a going concern. As discussed in Note 12 to the financial statements, the Organization has suffered recurring losses from operations and has limited assets available for liquidation, which raise a question as to its ability to continue as a going concern. Management's evaluation of the events and conditions and management's plans regarding those matters also are described in Note 12. The financial statements do not include any adjustments that might result from the outcome of this uncertainty. Our opinion is not modified with respect to this matter.

Sedlak, Porikis, Allen & Churchill, CPA's P.C.

Hudson, New York
March 21, 2019

HUDSON DEVELOPMENT CORPORATION

STATEMENTS OF FINANCIAL POSITION

DECEMBER 31, 2018 AND 2017

	2018	2017
ASSETS		
Current Assets:		
Cash and Cash Equivalents	$ 40,468	$ 95,200
Accounts Receivable:		
Grants Receivable	-	-
Reimbursements Receivable	-	5,000
Total Current Assets	40,468	100,200
Property and Equipment:		
Properties Available for Sale	924,001	924,001
Leasehold Improvements	291,883	291,883
Equipment, Furniture, and Fixtures	19,802	19,802
	1,235;686	1,235,686
Less: Accumulated Depreciation	(241,582)	(212,170)
	994,104	1,023,516
	$ 1,034,572	$ 1,123,716
LIABILITIES AND NET ASSETS		
Current Liabilities:		
Accounts Payable	$ 6,300	$ 8,070
Accrued Liabilities	200	1,713
Total Current Liabilities	6,500	9,783
Net Assets:		
Without Donor Restrictions:		
Designated	-	794
Operations	33,968	87,009
Property and Equipment	994,104	1,023,516
	1,028,072	1,111,319
With Donor Restrictions	-	2,614
	1,028,072	1,113,933
	$ 1,034,572	$ 1,123,716

See independent auditor's report and notes to the financial statements.

HUDSON DEVELOPMENT CORPORATION

STATEMENTS OF ACTIVITIES

FOR THE YEARS ENDED DECEMBER 31, 2018 AND 2017

	2018		2017	
	Without Donor Restrictions	With Donor Restrictions	Without Donor Restrictions	With Donor Restrictions
SUPPORT AND REVENUE				
Public Support:				
Contracts and Grants	$ 10,000	$ -	$ 29,000	$ 1,014
Interest Income - Banks	152	-	408	-
Net Assets Released from Restrictions	2,614	(2,614)	-	-
Total Public Support	12,766	(2,614)	29,408	1,014
EXPENSES				
Program Services:				
Bliss Career Center	-	-	3,484	-
Hudson Walking Brochure	14,000	-	14,000	-
Sterling Fund	2,614	-	-	-
Total Program Services	16,614	-	17,484	-
Management & General	79,399	-	125,305	-
Total Expenses	96,013	-	142,789	-
Operating Income (Loss)	(83,247)	(2,614)	(113,381)	1,014
OTHER REVENUE AND EXPENSES				
Reimbursement of Payroll Taxes Paid in Error	-	-	546	-
Interest Earned on Payroll Tax Reimbursement	-	-	40	-
Change in Net Assets	(83,247)	(2,614)	(112,795)	1,014
Net Assets, Beginning of Year	1,111,319	2,614	1,224,114	1,600
Net Assets, End of Year	$ 1,028,072	$ -	$ 1,111,319	$ 2,614

See independent auditor's report and notes to the financial statements.

HUDSON DEVELOPMENT CORPORATION

COMBINING STATEMENT OF FUNCTIONAL EXPENDITURES BY PROGRAM

FOR THE YEAR ENDED DECEMBER 31, 2018

	Hudson Walking Brochure	Sterling Grant Fund	Bliss Career Center	Total Program	Management & General	Total
Employment Expenditures:						
Salaries, Net	$ -	$ -	$ -	$ -	$ 24,122	$ 24,122
Employment Benefits, Net	-	-	-	-	4,220	4,220
Total Employment Expenditures	-	-	-	-	28,342	28,342
Support Expenditures:						
Supplies	-	-	-	-	(45)	(45)
Insurance	-	-	-	-	5,346	5,346
Professional Fees	14,000	-	-	14,000	14,247	28,247
Grants & Sponsorships	-	2,614	-	2,614	-	2,614
Meetings	-	-	-	-	531	531
Filing Fees	-	-	-	-	275	275
Advertising	-	-	-	-	14	14
Telephone	-	-	-	-	838	838
Printing	-	-	-	-	-	-
Memberships	-	-	-	-	438	438
Depreciation	-	-	-	-	29,412	29,412
Total Support Expenditures	14,000	2,614	-	16,614	51,056	67,670
Total Expenditures	$ 14,000	$ 2,614	$ -	$ 16,614	$ 79,398	$ 96,012

See independent auditor's report and notes to the financial statements.

HUDSON DEVELOPMENT CORPORATION

COMBINING STATEMENT OF FUNCTIONAL EXPENDITURES BY PROGRAM

FOR THE YEAR ENDED DECEMBER 31, 2017

	Hudson Walking Brochure	Sterling Grant Fund	Bliss Career Center	Total Program	Management & General	Total
Employment Expenditures:						
Salaries, Net	$ -	$ -	$ -	$ -	$ 46,776	$ 46,776
Employment Benefits, Net	-	-	-	-	6,352	6,352
Total Employment Expenditures	-	-	-	-	53,128	53,128
Support Expenditures:						
Supplies	-	-	3,484	3,484	134	3,618
Insurance	-	-	-	-	4,626	4,626
Professional Fees	-	-	-	-	31,737	31,737
Grants & Sponsorships	-	-	-	-	2,460	2,460
Meetings	-	-	-	-	915	915
Filing Fees	-	-	-	-	275	275
Advertising	5,000	-	-	5,000	-	5,000
Telephone	-	-	-	-	693	693
Printing	9,000	-	-	9,000	-	9,000
Memberships	-	-	-	-	511	511
Depreciation	-	-	-	-	30,826	30,826
Total Support Expenditures	14,000	-	3,484	17,484	72,177	89,661
Total Expenditures	$ 14,000	$ -	$ 3,484	$ 17,484	$ 125,305	$ 142,789

See independent auditor's report and notes to the financial statements.

HUDSON DEVELOPMENT CORPORATION

STATEMENTS OF CASH FLOWS

FOR THE YEAR ENDED DECEMBER 31, 2018 AND 2017

	2018	2017
OPERATING ACTIVITIES:		
Cash Received from Grants and Other	$ 15,000	$ 82,037
Cash Paid to Employees and Suppliers	(69,884)	(162,890)
Interest Received	152	448
Taxes Paid	-	-
Net Cash Provided (Used) by Operating Activities	(54,732)	(80,405)
INVESTING ACTIVITIES:	-	-
FINANCING ACTIVITIES:	-	-
NET INCREASE (DECREASE) IN CASH	(54,732)	(80,405)
CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR	95,200	175,605
CASH AND CASH EQUIVALENTS, END OF YEAR	$ 40,468	$ 95,200

RECONCILIATIONS OF CHANGE IN NET ASSETS TO NET CASH PROVIDED (USED) BY OPERATING ACTIVITIES FOR THE YEARS ENDED DECEMBER 31, 2018 AND 2017

	2018	2017
Change in Net Assets	$ (85,861)	$ (111,781)
Add Revenues and Expenses Not Using Working Capital Included in Income:		
Depreciation	29,412	30,826
Working Capital Provided (Used) by Operating Activities	(56,449)	(80,955)
Add (Deduct) Changes in Non-Cash Working Capital and Non-Operating Items:		
Other Receivable	5,000	1,189
Accounts Payable	(1,770)	193
Accrued Expenditures	(1,513)	(832)
	1,717	550
Net Cash Provided (Used) by Operating Activities	$ (54,732)	$ (80,405)
	-	-

See independent auditor's report and notes to the financial statements.

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES:

A. Formation and Organization:

Hudson Development Corporation (the Organization), is a not-for-profit organization exempt from income tax under Section 501 (c) (3) of the U.S. Internal Revenue Code. The Organization was formed in March of 1976 to relieve and reduce adult unemployment, to better and maintain job opportunities, and to promote instruction or training of individuals in order to improve or develop their capabilities for employment opportunities, including scientific research for such purposes. Additionally, the Organization resolves to attract new business and industry to the area in which it operates by encouraging the development of, or retention of, business and industry. The Organization primarily operates within the City of Hudson, NY.

B. Basis of Accounting:

The accrual basis of accounting is followed by the Organization. Under the accrual basis of accounting for not-for-profit organizations, revenues are recorded when measurable and available. Available means collectable within the current period or soon enough thereafter to be used to pay liabilities of the current period. Expenditures are recorded when the liability is incurred.

In applying the susceptible to accrual concept to grant revenues, the legal and contractual requirements of the individual programs are used as guidance. Money must be expended on a specific purpose or project before any amount will be paid to the Organization and recognized as revenue based on the expenditures recorded. Rents are recorded as earned since they are measurable and available.

Net assets and revenues, expenses, gains, and losses, are classified based on the existence or absence of donor-imposed restrictions. Accordingly, as appropriate, net assets of the Organization and changes therein are classified and reported as follows:

I. Without Donor Restrictions:

Without Donor Restrictions are net assets that are not subject to donor-imposed stipulations.

II. With Donor Restrictions:

With Donor Restrictions are net assets subject to donor-imposed stipulations that may or will be met, either by actions of the Organization and/or the passage of time. When a restriction expires, restricted net assets are reclassified to unrestricted net assets and reported in the Statement of Activities as net assets released from restrictions.

NOTE 1 – SUMMARY OF SIGINIFICANT ACCOUNTING POLICIES (CONTINUED):

C. Property and Equipment:

Property and equipment is stated at cost or, if donated, at the approximate fair market value at the date of donation. The Organization capitalizes expenditures on fixed assets that have a useful life of more than one year and exceed $3,000. Expenditures for maintenance and repairs are charged to operations when incurred. When assets are retired or otherwise disposed of, the cost and related accumulated depreciation are removed from the accounts and any resulting gain or loss is reflected in income for the period. Depreciation is provided for both financial reporting and income tax purposes using the straight-line method over the estimated useful lives of the related assets, which range as follows:

	Years
Buildings and Improvements	10-39
Leasehold Improvements	5-20
Equipment, Furniture, and Fixtures	3-7

Depreciation expense for the years ended December 31, 2018 and 2017 was $29,412 and $30,826, respectively.

D. Revenue:

The Organization receives substantially its entire grant and contract revenue from State and Local agencies. The Organization recognizes contract revenue (up to the contract ceiling) either from its contracts on a pro-rata basis over a 12-month period, which represents the service period for certain contracts, or to the extent of expenses. A majority of the contracts are "expense driven" so Accounts Receivable and the related revenue are accrued/recognized to the extent allowable expenses have been incurred. When advances on contracts are received before the appropriate expenses are incurred, the advance is recorded as Deferred Revenue and the revenue is deferred until contract obligations have been met. Other contracts are fee for service and revenue and are recognized when the service is rendered, regardless of the related expenses incurred.

Any of the funding sources may, at its discretion, request reimbursement for expenses or return of funds, or both, as a result of non-compliance by the Organization with the terms of the grants/contracts.

E. Contributions:

Contributions received are recorded as unrestricted, temporarily restricted, or permanently restricted support, depending on the existence and/or nature of any donor restrictions. Presently, the Organization has $0 for the Mrs. Greenthumb's Hedge Fund project collected in 2018, which was closed during the year. In 2017, the Organization had $2,714 for the Mrs. Greenthumb's Hedge Fund project. All other restricted receipts in 2018 have met the terms of restriction and were released by year end.

NOTE 1 – SUMMARY OF SIGINIFICANT ACCOUNTING POLICIES (CONTINUED):

F. Income Taxes:

The Organization is exempt from federal income taxes under Section 501 (c) (3) of the Internal Revenue Code, except for taxes on unrelated business income, if applicable. Therefore, the Organization has made no provision for Federal income taxes in the accompanying financial statements.

G. Cash and Cash Equivalents:

For purposes of the statements of cash flows, the Organization considers all highly liquid investments with initial maturities of three months or less to be cash equivalents. For the year ended December 31, 2018, the Organization did not own any highly liquid investments other than cash. The cash balance at December 31, 2018 and 2017 was $40,468 and $95,200, respectively.

H. Estimates:

The preparation of financial statements in conformity with generally accepted accounting principles requires the use of estimates and assumptions regarding certain types of assets, liabilities, revenues, and expenses. Such as estimates primarily relate to unsettled transactions and events as of the date of the financial statements. Accordingly, upon settlement, actual results may differ from estimated amounts.

NOTE 2 – CHANGE IN PRESENTATION OF FINANCIAL STATEMENTS

For the fiscal year ended December 31, 2018 and 2017, the Organization implemented ASU 2016-14 Presentation of Financial Statements of Not-for-Profit Entities. The implementation of the statements requires the Organization to report net assets with donor restrictions and net assets without donor restrictions, present functional expenses and provide information regarding liquidity of the resources. See Note 6 for information regarding liquidity

NOTE 3 – CONCENTRATION OF CREDIT RISK:

The Organization maintains cash balances at two financial institutions. All accounts are insured by the Federal Deposit Insurance Corporation (FDIC) up to $250,000. At December 31, 2018 and 2017, no deposits exceeded FDIC insured amounts.

NOTE 4 – RELATED PARTIES:

During the year ended December 31, 2018 the Organization shared administrative staff and expenses with Hudson Community Development & Planning Agency (HCDPA). The shared expenditures include: wages for the executive director and the executive assistant, related fringe benefits, payroll processing fees, telephone, office supplies, and grant writer fees. Amounts received as reimbursement from HCDPA for such payments are not considered revenue but are treated as offsets to expenses. The total amount of HCDPA's portion of the shared expenses for the year ended December 31, 2018 and 2017 is $30,093 and $49,886, respectively.

NOTE 4 – RELATED PARTIES (CONTINUED):

This agreement was memorialized January 29, 2019. It may be terminated upon 30 days prior written notice by either party.

NOTE 5 – PROPERTY AND EQUIPMENT:

Property and equipment for December 31, 2018 and 2017 consisted of the following:

	2017			2017
	Cost	Accumulated Depreciation	Net Book Value	Net Book Value
Buildings and Improvements	$ 291,883	$ 54,455	$ 237,428	$ 244,725
Property Available for Sale	924,001	167,325	756,676	777,376
Equipment, Furniture, and Fixtures	19,802	19,802	-	1,414
	$ 1,235,686	$ 241,582	$ 994,104	$ 1,023,515

NOTE 6 – LIQUIDITY AND AVAILABILITY:

The following reflects The Organization's financial assets as of the balance sheet date, reduced by amounts unavailable for general use because of the contractual or donor imposed restrictions within one year of the balance sheet date.

	2018	2017
Financial Assets at Year-End	$40,468	$100,200
Less those unavailable for general expenses within one year, due to:		
Body Camera Grant	$10,000	$ -
Financial Assets Available to meet cash needs for general expenses within one year	$30,468	$100,200

As part of The Organizations liquidity management, it invests cash in excess of daily requirements in bank interest bearing accounts.

NOTE 7 – LAWSUIT SETTLEMENT:

During the year 2006, the Organization was subject to fraudulent disbursements in the amount of $13,685. The Organization won a lawsuit entitling it to repayment of these disbursements during July 2007, which was set to be repaid beginning January 2, 2008 and completed by January 2, 2011. A payment of $608 was received in April of 2008 and a payment of $200 was received in April of 2016, lowering the amount of the receivable to $12,877. There have been no further repayments since.

NOTE 7 – LAWSUIT SETTLEMENT (CONTINUED):

The organization resolved to write off the Lawsuit Settlement Receivable due to the question of collectability during the year 2013. This resolution eliminated the receivable and increased Bad Debt Expenses by $13,077 for the period ended December 31, 2013. Accordingly, the $200 payment received in 2016 is recorded as a recovery of bad debt.

The Organization intends to maintain its right to collect the amount due and remains legally entitled to the remainder outstanding.

NOTE 8 – COMMITMENTS AND CONTINGENCIES:

A. The Organization has received grants in varying amounts, which are subject to audit by agencies of the state and federal governments. Such audits may result in disallowances and requests for return of funds to these governments. Based on past audits, the Organization believes disallowances, if any, will be immaterial.

B. The Organization is subject to litigation in its normal course of operations and carries insurance related to such possibilities. Presently, the Organization is not subject to any matters that require the recognition of a liability in the financial statements.

C. The Organization obtained an appraisal of certain real estate held as available for sale dated January 4, 2016. Such appraisal takes the valuation approach as vacant land and does not attribute any value to the building. Management intends to utilize this appraisal as a tool in determining the future use of the property.

NOTE 9 – LEASES:

The Organization entered into a lease for office space in November 2010. In return for certain improvements to the property made by the Organization a lease term of twelve years with a monthly rental expense of $0 was negotiated. The rental expense for the years ended December 31, 2018 and 2017 was accordingly $0 for each year. The Organization has the option to renew for a twelve year period at a CPI adjusted 2011 base rent of $1,041 per month.

The maximum future non-cancelable operating lease payments are as follows:

Year Ending December 31,	Amount
2019 and thereafter	$ -
	$ -

NOTE 10 – INCOME TAXES:

The Organization files annual information tax returns with the Internal Revenue Service and the New York State Department of Law – Charities Bureau.

A. Interest and Penalties Related to Income Taxes:

During the year ended December 31, 2018, the Organization recognized approximately $0 in interest and penalties. The Organization has accrued $0 for the payment of interest and penalties as of December 31, 2017.

B. Uncertain Tax Positions:

The Organization does not believe that it has any uncertain tax positions that could result in a more likely than not conclusion that could result in an increase in tax liability during the next 12 months.

NOTE 11 – SUBSEQUENT EVENTS:

A. Date Through Which Subsequent Events Evaluated:

The date to which events after December 31, 2018, the date of the most recent balance sheet, have been evaluated for possible adjustment to the financial statements or disclosure is March 21, 2019, which is the date the financial statements were available to be issued.

NOTE 12 – GOING CONCERN:

The Organization has suffered recurring losses from operations and has limited assets which are believed to be marketable for the purpose of liquidation. Although the Organization has successfully obtained grant revenue in prior periods, it has historically spent in excess of grant awards before consideration of payroll and other operating expenditures. Additionally, grant revenue is not guaranteed in the upcoming 12-month period. In the current year, total cash decreased by $54,732 and the Organization continues to incur an operating loss each year. These factors raise a question as to the Organization's ability to continue as a going concern.

Management plans to mitigate these adverse conditions through the sale and/or lease of available for sale property in order to generate cash to sustain operations and to investigate appropriate grants within the Organization's mission that will provide an administrative component to support operations. The most significant of management's plans is actively working on development projects which have received State of New York approval to move forward and will be subject to contracts once formal approval is received. Secondly, the Organization owns real estate of substantial value, which is not encumbered by monetary liens, against which funds could be borrowed to generate cash to sustain its operation on an interim basis.