



Jack Judelson, CPA (1907-1987)

Jason T. Giordano, CPA, MST

Bonnie J. Orr, CPA

Gary J. Cassiello, CPA, ABV, CFF

Frank P. Giordano, III, CPA

Robert Unger, CPA, CFE

Domenick T. Del Rosso, CPA, MST

Robert Tannini, CPA, MBA, MST

Corinne Cody, CPA

Ralph J. Martucci, CPA

Christian M. Coburn, CPA

## GOVERNANCE LETTER

March 7, 2016

To the Members of the Board of  
Orange County Industrial Development Agency  
4 Crotty Lane  
New Windsor, NY 12553

We have audited the financial statements of the governmental activities, the business-type activities, the aggregate discretely presented component units, each major fund, and the aggregate remaining fund information of Orange County Industrial Development Agency for the years ended December 31, 2015 and 2014. Professional standards require that we provide you with information about our responsibilities under generally accepted auditing standards and (and, if applicable, *Government Auditing Standards* and OMB Circular A-133), as well as certain information related to the planned scope and timing of our audit. We have communicated such information in our letter to you dated March 7, 2016. Professional standards also require that we communicate to you the following information related to our audit.

### Significant Audit Findings

#### *Qualitative Aspects of Accounting Practices*

Management is responsible for the selection and use of appropriate accounting policies. The significant accounting policies used by Orange County Industrial Development Agency are described in Note 2 to the financial statements. No new accounting policies were adopted and the application of existing policies was not changed during 2015. We noted no transactions entered into by the governmental unit during the year for which there is a lack of authoritative guidance or consensus. All significant transactions have been recognized in the financial statements in the proper period.

Accounting estimates are an integral part of the financial statements prepared by management and are based on management's knowledge and experience about past and current events and assumptions about future events. Certain accounting estimates are particularly sensitive because of their significance to the financial statements and because of the possibility that future events affecting them may differ significantly from those exposed. The most sensitive estimate affecting the Orange County Industrial Development Agency's financial statements was:

Management's estimate of the reserves is based on the value of the assets and recoverability of the investments. Also, Management's estimate of the implicit interest rate to determine the net present value of long term (more than 1 year) accounts receivable. We evaluated the key factors and assumptions used to develop the estimates in determining that they are reasonable in relation to the financial statements taken as a whole.

Certain financial statement disclosures are particularly sensitive because of their significance to financial statement users. The most sensitive disclosure affecting the financial statements was:

The disclosure of the impairment losses in Notes 5, 7 and 8 to the financial statements.

The financial statement disclosures are neutral, consistent, and clear.

### *Difficulties Encountered in Performing the Audit*

We encountered no significant difficulties in dealing with management in performing and completing our audit.

### *Corrected and Uncorrected Misstatements*

Professional standards require us to accumulate all known and likely misstatements identified during the audit, other than those that are clearly trivial, and communicate them to the appropriate level of management. Management has corrected all such misstatements. In addition, none of the misstatements detected as a result of audit procedures and corrected by management were material, either individually or in the aggregate, to each opinion unit's financial statements taken as a whole.

### *Disagreements with Management*

For purposes of this letter, a disagreement with management is a financial accounting, reporting, or auditing matter, whether or not resolved to our satisfaction, that could be significant to the financial statements or the auditor's report. We are pleased to report that no such disagreements arose during the course of our audit.

### *Management Representations*

We have requested certain representations from management that are included in the management representation letter dated March 7, 2016.

### *Management Consultations with Other Independent Accountants*

In some cases, management may decide to consult with other accountants about auditing and accounting matters, similar to obtaining a "second opinion" on certain situations. If a consultation involves application of an accounting principle to the governmental unit's financial statements or a determination of the type of our auditor's opinion that may be expressed on those statements, our professional standards require the consulting accountant to check with us to determine that the consultant has all the relevant facts. To our knowledge, there were no such consultations with other accountants.

### *Other Audit Findings or Issues*

We generally discuss a variety of matters, including the application of accounting principles and auditing standards, with management each year prior to retention as the governmental unit's auditors. However, these discussions occurred in the normal course of our professional relationship and our responses were not a condition to our retention.

### *Other Matters*

With respect to the supplementary information accompanying the financial statements, we made certain inquiries of management and evaluated the form, content, and methods of preparing the information to determine that the information complies with accounting principles generally accepted in the United States of America, the method of preparing it has not changed from the prior period, and the information is appropriate and complete in relation to our audit of the financial statements. We compared and reconciled the supplementary information to the underlying accounting records used to prepare the financial statements or to the financial statements themselves.

We were also tasked with performing agreed-upon procedures in connection with the First Amendment to Lease Agreement Dated December 31, 2009 with IBM Corporation. Per the agreement, IBM Corporation was to make certain fee payments to the Orange County Industrial Development Agency in return for sales tax exemptions. The payments to be reviewed were in connection with the time periods of December 1, 2009 to May 31, 2010, June 1, 2011 to May 31, 2012, and June 1, 2012 to May 31, 2013. This engagement is complete and the final report was issued on October 27, 2015.

This information is intended solely for the use of Members of the Board and management of Orange County Industrial Development Agency and is not intended to be and should not be used by anyone other than these specified parties.

Very truly yours,

*Judelson, Giordano & Siegel, P.C.*

**JUDELSON, GIORDANO & SIEGEL, P.C.**