## ECONOMIC DEVELOPMENT COMMISSION OF FLORIDA'S SPACE COAST, INC.

## **FINANCIAL STATEMENTS**

YEARS ENDED SEPTEMBER 30, 2022 AND 2021



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### INDEPENDENT AUDITORS' REPORT

Board of Directors Economic Development Commission of Florida's Space Coast, Inc. Rockledge, Florida

## Report on the Audit of the Financial Statements Opinion

We have audited the accompanying financial statements of Economic Development Commission of Florida's Space Coast, Inc. (the Commission), which comprise the statements of financial position as of September 30, 2022 and 2021, and the related statements of activities, functional expenses, and cash flows for the years ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Economic Development Commission of Florida's Space Coast, Inc. as of September 30, 2022 and 2021, and the changes in their net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

## Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America (GAAS). Our responsibilities under those standards are further described in the *Auditors' Responsibilities for the Audit of the Financial Statements* section of our report. We are required to be independent of Economic Development Commission of Florida's Space Coast, Inc. and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

## Responsibilities of Management 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.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about Economic Development Commission of Florida's Space Coast, Inc.'s' ability to continue as a going concern for one year after the date the financial statements are available to be issued.

## Auditors' Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and, therefore, is not a guarantee that an audit conducted in accordance with GAAS will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due
  to fraud or error, and design and perform audit procedures responsive to those risks. Such
  procedures include examining, on a test basis, evidence regarding the amounts and disclosures
  in the financial statements.
- Obtain an understanding of internal control relevant to the audit 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 Economic Development Commission of Florida's Space Coast,
  Inc.'s internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Economic Development Commission of Florida's Space Coast, Inc.'s ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

CliftonLarsonAllen LLP

Clifton Larson Allen LLP

Orlando, Florida February 22, 2023

## ECONOMIC DEVELOPMENT COMMISSION OF FLORIDA'S SPACE COAST, INC. STATEMENTS OF FINANCIAL POSITION SEPTEMBER 30, 2022 AND 2021

|  |    | 2022      |    | 2021      |
|--|----|-----------|----|-----------|
| ASSETS                                   |    |           |    |           |
| CURRENT ASSETS                           |    |           |    |           |
| Cash and Cash Equivalents                | \$ | 1,817,971 | \$ | 1,692,053 |
| Accounts Receivable, Net                 | •  | 464,074   | •  | 104,113   |
| Grants Receivable                        |    | 64,035    |    | 52,654    |
| Prepaid Expenses                         |    | 40,042    |    | 18,506    |
| Cash, Restricted for Grant Subrecipients |    | 458,425   |    | 458,425   |
| Total Assets                             |    | 2,844,547 |    | 2,325,751 |
| PROPERTY AND EQUIPMENT, Net              |    | 44,409    |    | 48,398    |
| OTHER ASSETS                             |    |           |    |           |
| Deposits                                 |    | 10,128    |    | 10,128    |
| Total Assets                             | \$ | 2,899,084 | \$ | 2,384,277 |
| LIABILITIES AND NET ASSETS               |    |           |    |           |
| CURRENT LIABILITIES                      |    |           |    |           |
| Accounts Payable                         | \$ | 75,265    | \$ | 50,325    |
| Accrued Expenses                         | ·  | 108,403   | ·  | 108,532   |
| Deferred Revenue                         |    | 458,425   |    | 458,425   |
| Total Current Liabilities                |    | 642,093   |    | 617,282   |
| NET ASSETS                               |    |           |    |           |
| Without Restrictions:                    |    |           |    |           |
| Undesignated                             |    | 1,805,165 |    | 1,311,406 |
| Designated                               |    | 407,417   |    | 407,191   |
| Invested in Property and Equipment       |    | 44,409    |    | 48,398    |
| Total Net Assets                         |    | 2,256,991 |    | 1,766,995 |
| Total Liabilities and Net Assets         | \$ | 2,899,084 | \$ | 2,384,277 |

## ECONOMIC DEVELOPMENT COMMISSION OF FLORIDA'S SPACE COAST, INC. STATEMENTS OF ACTIVITIES YEARS ENDED SEPTEMBER 30, 2022 AND 2021

|   | 2022            | 2021            |
|---|-----------------|-----------------|
| SUPPORT AND REVENUE WITHOUT RESTRICTIONS        |                 |                 |
| Brevard County Grant                            | \$<br>1,400,050 | \$<br>1,400,050 |
| Investor Payments                               | 885,500         | 736,576         |
| Investor Meetings and Functions                 | 46,446          | 33,624          |
| State Grants                                    | 457,862         | 332,853         |
| Federal Grants                                  | 48,000          | 108,269         |
| Program Sponsorships                            | 58,050          | 49,231          |
| Interest Income                                 | 215             | <br>751         |
| Total Support and Revenues Without Restrictions | 2,896,123       | <br>2,661,354   |
| SPECIAL EVENTS                                  |                 |                 |
| Special Events Revenue                          | 38,649          | -               |
| Less: Cost of Direct Benefits to Donors         | <br>(38,649)    | _               |
| Total Special Events                            | -               | -               |
| EXPENSES  |                 |                 |
| Program Services Expense:                       |                 |                 |
| Economic Development                            | 1,958,094       | 1,928,480       |
| Support Services Expense:                       |                 |                 |
| Management and General                          | <br>448,033     | 425,825         |
| Total Expenses                                  | <br>2,406,127   | <br>2,354,305   |
| CHANGE IN NET ASSETS                            | 489,996         | 307,049         |
| Net Assets - Beginning of Year                  | 1,766,995       | <br>1,459,946   |
| NET ASSETS - END OF YEAR                        | \$<br>2,256,991 | \$<br>1,766,995 |

## ECONOMIC DEVELOPMENT COMMISSION OF FLORIDA'S SPACE COAST, INC. STATEMENT OF FUNCTIONAL EXPENSES YEAR ENDED SEPTEMBER 30, 2022

|   | Program Services |           | Supporting Services |         | Total |           |
|---|------------------|-----------|---------------------|---------|-------|-----------|
| SALARIES AND RELATED EXPENSES               | -                |           |                     |         |       |           |
| Salaries                                    | \$               | 873,091   | \$                  | 218,273 | \$    | 1,091,364 |
| Payroll Taxes                               |                  | 52,131    |                     | 13,033  |       | 65,164    |
| Health, Disability, Liability, and Workers' |                  |           |                     |         |       |           |
| Compensation Insurance                      |                  | 76,423    |                     | 19,106  |       | 95,529    |
| Total Salaries and Related Expenses         |                  | 1,001,645 |                     | 250,412 |       | 1,252,057 |
| OTHER EXPENSES                              |                  |           |                     |         |       |           |
| Miscellaneous                               |                  | -         |                     | 75      |       | 75        |
| Bad Debt Expense                            |                  | -         |                     | 27,985  |       | 27,985    |
| Communication and Outreach                  |                  | 31,671    |                     | -       |       | 31,671    |
| Dues and Subscriptions                      |                  | 7,325     |                     | 1,831   |       | 9,156     |
| Education and Training                      |                  | 3,468     |                     | 867     |       | 4,335     |
| Expenses Under Grants                       |                  | 413,072   |                     | -       |       | 413,072   |
| Facilities/Occupancy                        |                  | 113,280   |                     | 28,320  |       | 141,600   |
| Meetings and Functions                      |                  | 149,288   |                     | -       |       | 149,288   |
| Office and Administrative                   |                  | -         |                     | 86,116  |       | 86,116    |
| Postage                                     |                  | 550       |                     | 137     |       | 687       |
| Professional Fees                           |                  | 79,623    |                     | 19,906  |       | 99,529    |
| Retirement Contributions                    |                  | 119,381   |                     | 29,845  |       | 149,226   |
| Travel and Auto                             |                  | 28,094    |                     | -       |       | 28,094    |
| Website Maintenance and Enhancement         |                  | 2,735     |                     | 684     |       | 3,419     |
| Total Other Expenses                        |                  | 948,487   |                     | 195,766 |       | 1,144,253 |
| Total Expenses Before Depreciation          |                  |           |                     |         |       |           |
| and Amortization                            |                  | 1,950,132 |                     | 446,178 |       | 2,396,310 |
| Depreciation                                |                  | 6,120     |                     | 1,530   |       | 7,650     |
| Amortization                                |                  | 1,842     |                     | 325     |       | 2,167     |
| Total Expenses by Function                  | \$               | 1,958,094 | \$                  | 448,033 | \$    | 2,406,127 |

## ECONOMIC DEVELOPMENT COMMISSION OF FLORIDA'S SPACE COAST, INC. STATEMENT OF FUNCTIONAL EXPENSES YEAR ENDED SEPTEMBER 30, 2021

| CALABIES AND DELATED EVDENCES               | Program Services |           | Supporting<br>Services |         | Total |             |
|---|------------------|-----------|------------------------|---------|-------|-------------|
| SALARIES AND RELATED EXPENSES               | Φ.               | 044 400   | Φ.                     | 040.077 | Φ.    | 4 054 005   |
| Salaries                                    | \$               | 841,108   | \$                     | 210,277 | \$    | 1,051,385   |
| Payroll Taxes                               |                  | 52,781    |                        | 13,195  |       | 65,976      |
| Health, Disability, Liability, and Workers' |                  | 444 400   |                        | 07.057  |       | 400.007     |
| Compensation Insurance                      |                  | 111,430   |                        | 27,857  |       | 139,287     |
| Total Salaries and Related Expenses         |                  | 1,005,319 |                        | 251,329 |       | 1,256,648   |
| OTHER EXPENSES                              |                  |           |                        |         |       |             |
| Bad Debt Expense                            |                  | -         |                        | 22,875  |       | 22,875      |
| Communication and Outreach                  |                  | 145,595   |                        | -       |       | 145,595     |
| Dues and Subscriptions                      |                  | 13,754    |                        | 3,439   |       | 17,193      |
| Education and Training                      |                  | 1,677     |                        | 419     |       | 2,096       |
| Expenses Under Grants                       |                  | 372,685   |                        | -       |       | 372,685     |
| Facilities/Occupancy                        |                  | 108,668   |                        | 27,168  |       | 135,836     |
| Meetings and Functions                      |                  | 64,169    |                        | ,<br>-  |       | 64,169      |
| Office and Administrative                   |                  | ,<br>-    |                        | 72,233  |       | 72,233      |
| Postage                                     |                  | 1,082     |                        | 271     |       | 1,353       |
| Professional Fees                           |                  | 84,138    |                        | 21,034  |       | 105,172     |
| Retirement Contributions                    |                  | 98,461    |                        | 24,615  |       | 123,076     |
| Travel and Auto                             |                  | 21,869    |                        |         |       | 21,869      |
| Website Maintenance and Enhancement         |                  | 3,585     |                        | 896     |       | 4,481       |
| Total Other Expenses                        |                  | 915,683   |                        | 172,950 |       | 1,088,633   |
| Total Expenses Before Depreciation          |                  | 1,921,002 |                        | 424,279 |       | 2,345,281   |
| . 5.5. 2.xps.1.666 2616.6 26p.160ladon      |                  | .,52.,552 |                        | ,       |       | _,0 .0,20 ! |
| Depreciation                                |                  | 7,478     |                        | 1,546   |       | 9,024       |
| Total Expenses by Function                  | \$               | 1,928,480 | \$                     | 425,825 | \$    | 2,354,305   |

## ECONOMIC DEVELOPMENT COMMISSION OF FLORIDA'S SPACE COAST, INC. STATEMENTS OF CASH FLOWS YEARS ENDED SEPTEMBER 30, 2022 AND 2021

|   |    | 2022      |    | 2021      |
|---|----|-----------|----|-----------|
| CASH FLOWS FROM OPERATING ACTIVITIES                            |    |           |    |           |
| Change in Net Assets  | \$ | 489,996   | \$ | 307,049   |
| Adjustments to Reconcile Change in Net Assets to Net Cash       |    |           |    |           |
| Provided by Operating Activities:                               |    |           |    |           |
| Depreciation  |    | 9,817     |    | 9,024     |
| (Increase) Decrease in Assets:                                  |    |           |    |           |
| Accounts Receivable   |    | (359,961) |    | 10,480    |
| Grants Receivable   |    | (11,381)  |    | 52,006    |
| Prepaid Expenses  |    | (21,536)  |    | 45,087    |
| Increase (Decrease) in Liabilities:                             |    | , ,       |    | ,         |
| Accounts Payable  |    | 24,940    |    | 18,710    |
| Accrued Expenses  |    | (129)     |    | (28,928)  |
| Deferred Revenue  |    | -         |    | (5,260)   |
| Total Adjustments   |    | (358,250) |    | 101,119   |
| Net Cash Provided by Operating Activities                       |    | 131,746   |    | 408,168   |
| CASH FLOWS FROM INVESTING ACTIVITIES                            |    |           |    |           |
| Purchases of Property and Equipment                             |    | (5,828)   |    | (15,396)  |
| Net Cash Used by Investing Activities                           |    | (5,828)   |    | (15,396)  |
| Net dash daed by investing Admines                              |    | (3,020)   |    | (13,330)  |
| NET CHANGE IN CASH, CASH EQUIVALENTS,                           |    |           |    |           |
| AND RESTRICTED CASH   |    | 125,918   |    | 392,772   |
| Cash, Cash Equivalents, and Restricted Cash - Beginning of Year |    | 2,150,478 |    | 1,757,706 |
|   |    |           |    |           |
| CASH, CASH EQUIVALENTS, AND RESTRICTED CASH -                   | _  |           | _  |           |
| END OF YEAR   | \$ | 2,276,396 | \$ | 2,150,478 |
| SUPPLEMENTAL DISCLOSURES OF CASH FLOW INFORMATION               |    |           |    |           |
| Cash and Cash Equivalents                                       | \$ | 1,817,971 | \$ | 1,692,053 |
| Cash, Restricted for Grant Subrecipients                        |    | 458,425   |    | 458,425   |
| Total Cash and Cash Equivalents, Including                      |    |           |    |           |
| Restricted Cash   | \$ | 2,276,396 | \$ | 2,150,478 |

#### NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The following is a summary of the more significant accounting policies and practices of Economic Development Commission of Florida's Space Coast, Inc. (the Commission), which affect significant elements of the accompanying financial statements:

## **Commission and Purpose**

The Commission was incorporated May 4, 1989, and operates as a nonprofit organization. The Commission was organized to promote a common interest in economic and industrial development in Brevard County. The Commission is committed to enhancing the quality of life in Brevard County and advancing the welfare and economic interests of the region and its citizens through proactive economic development. It is the lead agency in Brevard County for the recruitment and retention of value-added manufacturing and technology-focused companies and is supported primarily through contracts, grants, and investor payments.

## **Basis of Presentation**

The financial statements have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America. Net assets and revenues, expenses, gains, and losses are classified based on the existence or absence of donor-imposed restrictions. For the years ended September 30, 2022 and 2021, all net assets were classified as without restrictions.

## Cash and Cash Equivalents

For the purpose of reporting cash flows, cash and cash equivalents includes cash on hand, amounts in demand deposits, and short-term investments with an original maturity date of 90 days or less.

## **Accounts and Grants Receivable**

The Commission records accounts receivable when incurred and grants receivable when entitled to reimbursement at reporting intervals established in grant agreements. Management reviews receivables monthly for past due accounts, with balances over 90 days subject to review and follow-up by the president/CEO. Past due notices are sent to investors with balances exceeding 60 days and accounts greater than 120 days old are generally written off.

The Commission has established a \$20,000 allowance for uncollectible accounts and grants at September 30, 2022 and 2021, respectively. Provision for uncollectible accounts is made based on several factors, including aging analysis and past experience.

## **Property and Equipment**

The Commission capitalizes all expenditures for equipment with a value in excess of \$5,000 and a useful life greater than one year. Lesser amounts are expensed. Purchased property and equipment are capitalized at cost.

## NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

## **Accrued Leave**

The Commission compensates its employees for unused vacation to a maximum of 20 days and sick leave up to six weeks paid at a rate of 50% upon termination of employment. The amount of change in accrued vacation and sick leave for all employees from one year to the next is recorded in personnel expense during the current year. Accrued leave is reported as Accrued Expenses on the accompanying statements of financial position.

## **Deferred Revenue**

The Commission records certain contract receipts as deferred revenue until it is expended for the purpose of the contract, at which time it is recognized as revenue.

### **Net Assets**

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

Net Assets Without Donor Restrictions – Net assets available for use in general operations and not subject to donor (or certain grantor) restrictions.

Net Assets With Donor Restrictions – Net assets subject to donor- (or certain grantor-) imposed restrictions. Some donor-imposed restrictions are temporary in nature, such as those that will be met by the passage of time or other events specified by the donor. Other donor-imposed restrictions are perpetual in nature, where the donor stipulates that resources be maintained in perpetuity. Gifts of long-lived assets and gifts of cash restricted for the acquisition of long-lived assets are recognized as restricted revenue when received and released from restriction when the assets are placed in service. Donor-imposed restrictions are released when a restriction expires, that is, when the stipulated time has elapsed, when the stipulated purpose for which the resource was restricted has been fulfilled, or both. The Commission had no net assets with donor restrictions as of September 30, 2022 and 2021.

Contributions restricted by donors are reported as increases in net assets without donor restrictions if the restrictions expire (that is, when a stipulated time restriction ends or purpose restriction is accomplished) in the reporting period in which the revenue is recognized. All other donor-restricted contributions are reported as increases in net assets with donor restrictions. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statement of activities as Net Assets Released from Restrictions.

## NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

## **Revenue Recognition**

The Commission receives substantially all of its grant and contract revenue from federal, state, and local agencies. The Commission recognizes contract revenue (up to the contract ceiling) from its contracts over a period which represents the service period for certain contracts, or to the extent of expenses, dependent upon the contract.

For the portion of the Commission's revenue derived from cost-reimbursable federal and state contracts and grants, which are conditioned upon certain performance requirements and/or the incurrence of allowable qualifying expenses. Amounts received are recognized as revenue when the commission has incurred expenditures in compliance with specific contract or grant provisions. Amounts received prior to incurring qualifying expenditures are reported as deferred revenue in the statement of financial position and disclosed in Note 5. The Commission received cost-reimbursable grants of \$836,634 and \$922,610 that have not been recognized as of September 30, 2022 and 2021, respectively, because qualifying expenditures have not yet been incurred.

The Commission also receives support from private and public organizations. Support from public sector members is recognized as revenue when the funds are appropriated. Private sector support, including investor payments, is recognized as revenue when received by the Commission due to the discretionary nature. The Commission can receive contributions from investors as well as promises to give. Contributions are recorded when assets are received or when an unconditional promise to give is received.

#### **Income Taxes**

The Commission is exempt from income taxes under Section 501(c)(6) of the Internal Revenue Code (IRC). Therefore, no provision for income taxes has been made in the accompanying financial statements. The Commission files income tax returns in the U.S. federal jurisdiction. The Commission's income tax returns for the past three years are subject to examination by tax authorities and may change upon examination.

The Commission has reviewed and evaluated the relevant technical merits of each of its tax positions in accordance with accounting principles generally accepted in the United States of America for accounting for uncertainty in income taxes, and determined that there are no uncertain tax positions that would have a material impact on the financial statements.

## **Functional Allocation of Expenses**

The costs of providing the various programs and other activities have been summarized on a functional basis in the statements of activities. Accordingly, certain costs have been allocated among the programs and supporting services benefited. These allocations have been made based on considerations of time and space usage. Although the methods of allocation used are considered reasonable, other methods could be used that would provide different results.

## NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

## Advertising

The Commission expenses advertising costs in the period in which they are incurred.

### **Use of Estimates**

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

## Subsequent Events

The Commission has evaluated events and transactions for potential recognition or disclosure in the financial statements through February 22, 2023, the date which the financial statements were available to be issued. No subsequent events have been recognized or disclosed.

## NOTE 2 LIQUIDITY AND AVAILABILITY

The Commission monitors liquidity regularly thorough the monthly financial package provided to the board. The Commission's financial assets available for general expenditure, that is, without donor or other restrictions limiting their use, within one year of the statement of financial position date, comprise of the following:

|  | 2022         | 2021         |
|--|--------------|--------------|
| Cash and Cash Equivalents  | \$ 1,817,971 | \$ 1,692,053 |
| Accounts Receivable  | 464,074      | 104,113      |
| Grants Receivable  | 64,035       | 52,654       |
| Total Liquid Financial Assets  | 2,346,080    | 1,848,820    |
| Internal Designation:  |              |              |
| Board Designated Reserve   | (407,417)    | (407,191)    |
| Financial Assets Available to Meet Cash Needs for General Expenditures Within One Year | \$ 1,938,663 | \$ 1,441,629 |

Funds without donor restrictions have been designated by the board of directors as an operational reserve. The Commission has an operating reserve policy to ensure financial stability. The policy defines a target amount for funding the reserve, which is to be determined annually based on operating costs.

### NOTE 3 MATCHING REQUIREMENTS

The Commission receives a portion of its support through grants and contracts. Certain grants and contracts require the Commission to provide specified amounts of matching revenue. For each grant or contract, where applicable, the Commission has met all matching requirements. Also, for each grant contract that ended on or before September 30, 2022, no obligation remains outstanding to the funding source.

## NOTE 4 RETIREMENT PLAN

The Commission has a defined contribution retirement plan that Employees are eligible for participation in the Plan upon completion of one year of full-time, contemporary service; employer contributions to the plan were equal to 15% of each eligible employee's salary. Under the provisions of the Plan, eligible employees may elect to defer a percentage of their salary subject to certain IRC limitations. The Commission contributes 15% of eligible employees' federally taxable wages, with certain exclusions. During the years ended September 30, 2022 and 2021, Plan contributions charged to operations were \$149,226 and \$123,076, respectively.

#### NOTE 5 DEFERRED REVENUE

Deferred revenue at September 30, 2022, totaling \$458,425, consisted of grant amounts invoiced in excess of revenue earned at year-end.

Deferred revenue at September 30, 2021, totaling \$458,425 consisted of grant amounts invoiced in excess of revenue earned at year-end.

## NOTE 6 PROPERTY AND EQUIPMENT

As of September 30, property and equipment consisted of the following:

|   | 2022     |         |    | 2021    |  |  |
|---|----------|---------|----|---------|--|--|
| Equipment                                       | \$       | 29,596  |    | 23,768  |  |  |
| Furniture and Fixtures                          |          | 34,866  |    | 34,866  |  |  |
| Leasehold Improvements                          |          | 34,987  |    | 34,987  |  |  |
| Software  |          | 16,925  |    | 16,925  |  |  |
| Total   | <u>-</u> | 116,374 |    | 110,546 |  |  |
| Less: Accumulated Depreciation and Amortization |          | 71,965  |    | 62,148  |  |  |
| Total Property and Equipment                    | \$       | 44,409  | \$ | 48,398  |  |  |

### NOTE 7 LINE OF CREDIT

The Commission maintains a business line of credit with a financial institution. At September 30, 2022 and 2021, the line had a principal amount of \$200,000, available for borrowing. The line of credit bears interest at 5.00%. Principal is due on demand and interest is due monthly. The line is secured with a Commercial Security Agreement which defines collateral to include all assets, personal property, and accounts receivable. At September 30, 2022 and 2021, there was no principal amount outstanding.

### NOTE 8 RELATED PARTIES

The board of directors includes representation of both the private and public service industries as required by Florida statutes. The Commission had transactions with entities related to certain board members for the purpose of membership, marketing, operational, and professional services. During the years ended September 30, 2022 and 2021, total payments to these entities were \$93,877 and \$101,737, respectively. The transactions were approved and authorized in accordance with the Commission's purchasing policies and procedures.

### NOTE 9 OPERATING LEASES

In May 2016, the Commission executed a lease for a suite of offices in Rockledge, Florida, which they occupied beginning in November 2016. The lease has a term of 60 months from November 2016 through October 2021, with the option for two five-year renewal terms. The Commission exercised the first renewal option early, extending the lease term for 60 months from November 2021 through October 2026. The original lease requires monthly rent payments of \$9,485, with stipulated annual increases ranging from 3.6% to 5%. The lease extension requires monthly rent payments of \$7,090, with stipulated annual increases of 3.5%. Lease payments include taxes, certain utilities, and janitorial services.

In October 2017, the Commission executed a lease for office furniture. The lease has a term of 60 months from October 2016 through September 2021, and required monthly payments of \$326. The Commission went to a month-to-month lease for the furniture they did not return. The Commission returned the last furniture items being leased in November 2021.

Minimum future lease payments under noncancellable operating leases having remaining terms in excess of one year as of September 30, 2022, for the remaining years and in the aggregate are:

| Year Ending September 30, | /  | Amount  |  |  |
|---------------------------|----|---------|--|--|
| 2023                      | \$ | 87,815  |  |  |
| 2024                      |    | 90,895  |  |  |
| 2025                      |    | 94,077  |  |  |
| 2026                      |    | 97,367  |  |  |
| 2027                      |    | 8,137   |  |  |
| Total                     | \$ | 378,291 |  |  |

## NOTE 9 OPERATING LEASES (CONTINUED)

Rent expense for years ended September 30, 2022 and 2021, was \$126,827 and \$120,712, respectively.

## NOTE 10 CONCENTRATIONS OF CREDIT RISK

The Commission maintains cash in banks in amounts that are from time to time in excess of federally insured limits of \$250,000 per bank. The Commission had approximately \$1,012,000 and \$675,000 subject to this credit risk at September 30, 2022 and 2021, respectively.

In addition, the Commission has established an account with a financial institution that is certified as "Qualified Public Depositories" (QPDs), as required under the Florida Public Deposits Act. This law requires every qualified public depository to deposit with the state treasurer eligible collateral equal to or in excess of an amount to be determined by the state treasurer and requires the state treasurer to ensure that funds are entirely collateralized throughout the fiscal year. As of September 30, 2022, the Commission's deposits with QPDs totaled \$601,369, of which \$458,425 is held for future payments related to a state grant.

The Commission receives money from public sources, various grantors, and from private sources. There is a concentration of credit risk with respect to the volume of support the Commission receives from these funding sources. Cost-reimbursable grant funding totaling \$1,905,912 and \$1,726,965 was received from two organizations, respectively, for the years ended September 30, 2022 and 2021, which represents 61% and 70% of total public support. Should these support levels decrease, the Commission may be adversely affected.

In addition, there is a significant concentration of risk associated with account and grant receivables from the following party from two organizations, respectively, for the years ended September 30, 2022 and 2021, which represents 73% and 27% of total receivables.

Effective July 1, 2012, the Commission was awarded a \$10,000,000 grant from the Florida Department of Economic Opportunity to fund and implement an innovative economic development program, including commercialization of research and development, economic diversification, and job creation. Grant revenue was not recognized in the years ended September 30, 2022 and 2021, respectively. The full amount of the grant has been awarded to the Commission by the state, and amounts remaining in deferred revenue related to this grant contract will be recognized as revenue in future fiscal years as earning criteria are met.

#### NOTE 11 COMMITMENTS AND CONTINGENCIES

Certain contracts and grants received by the Commission are subject to review by grantor agencies. As a result of these reviews, the Commission may be required to repay a portion of grant funds received. To date, reviews performed have not resulted in any request for repayment.