



The Midland Development Corporation

A Type-A Corporation and Component Unit
of the City of Midland, Texas

Basic Financial Statements

For Year Ended September 30, 2017



MIDLAND DEVELOPMENT CORPORATION,
A COMPONENT UNIT OF THE CITY OF MIDLAND, TEXAS

TABLE OF CONTENTS

	<u>PAGE</u>
Independent Auditors' Report	1
Management's Discussion and Analysis (Unaudited)	3
Basic Financial Statements:	
Government-wide Financial Statements:	
Statement of Net Position	10
Statement of Activities	11
Fund Financial Statements:	
Balance Sheet	12
Statement of Revenues, Expenditures, and Changes in Fund Balance	13
Notes to Basic Financial Statements	14
Required Supplementary Information:	
Schedule of Revenues, Expenditures, and Changes in Fund Balance – Budget and Actual – General Fund	25
Notes to Required Supplementary Information	26

Independent Auditor's Report

Board of Directors
The Midland Development Corporation
Midland, Texas

We have audited the accompanying financial statements of the governmental activities and the major fund of the Midland Development Corporation (MDC), a component unit of the City of Midland, Texas, as of and for the year ended September 30, 2017, and the related notes to the financial statements, which collectively comprise MDC's basic financial statements listed in the table of contents.

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 opinions on these financial statements based on our audit. We conducted our audit 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 opinions.

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 the major fund of the Midland Development Corporation as of September 30, 2017, and the respective changes in financial position for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Other Matters

Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the management's discussion and analysis and budgetary comparison as listed in the table of contents 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 inquiries 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.

BKD, LLP

Dallas, Texas
March 28, 2018

THE MIDLAND DEVELOPMENT CORPORATION
A COMPONENT UNIT OF THE CITY OF MIDLAND, TEXAS
MANAGEMENT'S DISCUSSION AND ANALYSIS
September 30, 2017
(unaudited)

As management of the Midland Development Corporation (MDC), we offer readers of the MDC financial statements this narrative overview and analysis of the financial activities of the MDC for the fiscal year ended September 30, 2017.

Financial Highlights

The net position of the MDC was \$46.0 million at September 30, 2017, a decrease of \$5.6 million from net position as of September 30, 2016 of \$51.6 million.

At September 30, 2017, unassigned fund balance for the general fund was \$11.2 million, a decrease of \$1.4 million from the September 30, 2016 balance of \$12.6 million. Amounts committed for economic development incentives in the general fund decreased from \$22.0 million at September 30, 2016 to \$15.9 million at September 30, 2017.

Overview of the Financial Statements

This discussion and analysis is intended to serve as an introduction to the MDC's basic financial statements. The MDC's basic financial statements comprise three components: 1) government-wide financial statements, 2) fund financial statements, and 3) notes to the basic financial statements.

This report also contains required supplementary information in addition to the basic financial statements themselves.

Government-wide Financial Statements

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

The statement of activities presents information showing how the government's net position changed during the most recent fiscal year. All changes in net position are reported as soon as the underlying event giving rise to the change occurs, regardless of the timing of related cash flows.

Thus, revenues and expenses are reported in this statement for some items that will result in cash flows in future fiscal periods.

Both of the government-wide financial statements display functions of the MDC that are principally supported by sales taxes. The governmental activities of the MDC include general government and economic development only.

THE MIDLAND DEVELOPMENT CORPORATION
A COMPONENT UNIT OF THE CITY OF MIDLAND, TEXAS
MANAGEMENT'S DISCUSSION AND ANALYSIS
September 30, 2017
(unaudited)

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. The MDC, like other state and local governments, uses fund accounting to ensure and demonstrate compliance with finance-related legal requirements. The only fund of the MDC is a governmental fund.

Governmental Fund

A governmental fund is used to account for essentially the same functions reported as governmental activities in the government-wide financial statements. However, unlike the government-wide financial statements, governmental fund financial statements focus on near-term inflows and outflows of spendable resources, as well as on balances of spendable resources available at the end of the fiscal year. Such information may be useful in evaluating a government's near-term financing requirements.

Because the focus of a governmental fund is narrower than that of the government-wide financial statements, it is useful to compare the information presented for governmental funds with similar information presented for governmental activities in the government-wide financial statements. By doing so, readers may better understand the long-term impact of the government's near-term financing decisions. Both the governmental fund balance sheet and the governmental fund statement of revenues, expenditures, and changes in fund balance provide a reconciliation to facilitate this comparison between the governmental fund and governmental activities.

The financial statements presented for the MDC are the same at the government-wide and fund levels, with the exception of compensated absences, capital lease obligations and capital assets, because the nature of the assets, liabilities, revenues, and expenses that were reported at the government-wide level were such that they also met the criteria for reporting at the fund level.

Notes to the Basic Financial Statements

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

Required Supplementary Information

In addition to the basic financial statements and accompanying notes, this report also presents certain required supplementary information concerning the MDC's annual budget. The MDC adopts an annual appropriated budget for its general fund. A budgetary comparison schedule has been provided for the general fund to demonstrate compliance with this budget.

THE MIDLAND DEVELOPMENT CORPORATION
A COMPONENT UNIT OF THE CITY OF MIDLAND, TEXAS
MANAGEMENT'S DISCUSSION AND ANALYSIS
September 30, 2017
(unaudited)

Government-wide Financial Analysis

As noted earlier, net position may serve over time as a useful indicator of a government's financial position. At September 30, 2017, assets exceeded liabilities by \$46.0 million, a decrease of \$5.6 million from the September 30, 2016 amount of \$51.6 million. This decrease is primarily due to decreases in receivables due from the primary government and notes receivable. MDC provides funds to the primary government and to other entities in which requirements, contained within agreements between the MDC and recipients, are to be met or funds are required to be returned to the MDC. In 2017, several entities met the requirements of their respective agreements. At the time requirements are met, MDC reduces its receivables and recognizes economic development expenses. Receivables due from the primary government decreased \$7.8 million and notes receivable decreased \$2.3 million. This is also the primary reason for the \$10.3 million increase in economic development expenses.

Table 1
MDC's Net Position
(In Thousands)

	Governmental Activities	
	2017	2016
Current and other assets	\$ 32,172	\$ 37,645
Capital assets	14,885	14,405
Total assets	<u>47,057</u>	<u>52,050</u>
Liabilities	1,024	491
Total liabilities	<u>1,024</u>	<u>491</u>
Net position:		
Invested in capital assets	13,896	14,019
Restricted for economic development incentives	-	21,992
Unrestricted	<u>32,137</u>	<u>15,548</u>
Total net position	<u>\$ 46,033</u>	<u>\$ 51,559</u>

THE MIDLAND DEVELOPMENT CORPORATION
A COMPONENT UNIT OF THE CITY OF MIDLAND, TEXAS
MANAGEMENT'S DISCUSSION AND ANALYSIS
September 30, 2017
(unaudited)

Table 2
MDC's Changes in Net Position
(in Thousands)

	Governmental Activities	
	2017	2016
Revenues:		
General revenues:		
Sales taxes	\$ 9,875	\$ 8,715
Other	350	113
Total revenues	<u>10,225</u>	<u>8,828</u>
Expenses:		
General government	1,841	2,221
Economic development	13,910	3,632
Total expenses	<u>15,751</u>	<u>5,853</u>
Increase (decrease) in net position	(5,526)	2,975
Net position – October 1	51,559	48,584
Net position – September 30	<u>\$ 46,033</u>	<u>\$ 51,559</u>

Governmental Activities

Table 3
MDC's General Revenues
(in Thousands)

	Governmental Activities	
	2017	2016
Sales taxes	\$ 9,875	\$ 8,715
Investment earnings	131	56
Other	219	57
Total general revenues	<u>\$ 10,225</u>	<u>\$ 8,828</u>

THE MIDLAND DEVELOPMENT CORPORATION
A COMPONENT UNIT OF THE CITY OF MIDLAND, TEXAS
MANAGEMENT'S DISCUSSION AND ANALYSIS
September 30, 2017
(unaudited)

The MDC's general revenues for governmental activities provided \$10.2 million in fiscal year 2017 as compared to \$8.8 million in fiscal year 2016. This increase is primarily attributable to an increase in sales taxes resulting from an upturn in the local economy due to increased oil and gas activity. The revenues were used to pay for expenses associated with general government and economic development activities of \$15.8 million in fiscal year 2017, compared to \$5.9 million in fiscal year 2016. Governmental activities are not self-supporting and are paid for through general revenues.

The most significant expense items of the MDC governmental activities are those associated with providing for the contractual obligations for administration, marketing and promotion, payments to taxing units, and depreciation - \$1.8 million, and economic development activities - \$13.9 million, during the year ended September 30, 2017.

Financial Analysis of the Governmental Fund

As noted earlier, the MDC uses fund accounting to ensure and demonstrate compliance with finance-related legal requirements.

Governmental Fund

The focus of the MDC's governmental fund is to provide information on near-term inflows, outflows, and balances of spendable resources. Such information is useful in assessing the MDC's financing requirements. In particular, unassigned fund balance serves as a useful measure of a government's net resources available for spending at the end of the fiscal year.

The general fund is the chief operating fund and the only fund of the MDC. At the end of the current fiscal year, unassigned fund balance was \$11.2 million, as compared to \$12.6 million at the close of fiscal year 2016. Total fund balance decreased \$6.1 million from 2016 to 2017 primarily due to reductions in receivables due from the primary government and note receivables. As noted above, the reduction in these receivables increased direct business incentive expenditures. As a measure of the General Fund's liquidity, it may be useful to compare both unassigned fund balance and total fund balance to total fund expenditures. Unassigned fund balance currently represents 68.9% of total General Fund expenditures, while total fund balance represents 193.3% of that same amount.

\$4.3 million of the fund balance is committed to promotional activities. An additional \$15.9 million of fund balance is committed to economic development contracts in place at September 30, 2017 to provide economic development assistance to multiple entities and \$0.1 million of fund balance is nonspendable.

THE MIDLAND DEVELOPMENT CORPORATION
A COMPONENT UNIT OF THE CITY OF MIDLAND, TEXAS
MANAGEMENT'S DISCUSSION AND ANALYSIS
September 30, 2017
(unaudited)

General Fund Budgetary Highlights

Actual revenues for fiscal year 2017 exceeded the final budget amount by \$1.7 million. This is primarily due to sales taxes being \$1.4 million higher than budgeted. An upturn in the local economy occurred as a result of increased activity in the oil and gas industry which resulted in higher sales taxes.

Differences between the final budget and actual expenditures resulted in MDC expenditures being \$6.9 million under budget for fiscal year 2017. The major sources of this variance are direct business incentives provided by the MDC and capital outlay which were under budget by \$3.4 million and \$2.7 million, respectively.

Budgetary adjustments during fiscal year 2017 included an increase to debt service of \$0.07 million, an increase to direct business incentives of \$7.1 million, an increase to payments to taxing units of \$0.03 million, and an increase in capital outlay of \$1.0 million. Actual-on-a-budgetary-basis expenditures were \$16.3 million compared to the final budget amount of \$23.2 million.

The MDC has an actual-on-a-budgetary-basis General Fund balance of \$31.5 million, a \$6.1 million decrease from the previous year.

Capital Assets

MDC's investment in capital assets for its governmental type activities as of September 30, 2017 amounts to \$14.9 million (net of accumulated depreciation). This investment in capital assets includes land, buildings, improvements other than buildings, machinery and equipment, infrastructure, and construction in progress.

Table 4
MDC's Capital Assets at September 30, 2017
(Net of Depreciation, in Thousands)

	Governmental Activities	
	2017	2016
Land	\$ 4,425	\$ 4,425
Buildings	9,055	5,674
Improvements other than buildings	91	102
Machinery and equipment	119	8
Infrastructure	369	378
Construction in progress	826	3,818
Total capital assets	\$ 14,885	\$ 14,405

THE MIDLAND DEVELOPMENT CORPORATION
A COMPONENT UNIT OF THE CITY OF MIDLAND, TEXAS
MANAGEMENT'S DISCUSSION AND ANALYSIS
September 30, 2017
(unaudited)

Debt

The MDC has a Commercial Hangar Lease Agreement with the City of Midland for economic development purposes and to provide aviation services as permitted within the agreement. This agreement qualifies as a capital lease for accounting purposes. More detailed information about the lease may be found in the footnotes section of this document.

Economic Factors And Next Year's Budgets And Rates

The budgetary process for fiscal year 2018 focused on the allocation of resources to economic development activities and contractual payments for administration of the MDC. The budget presented for all MDC operations for the 2017–2018 fiscal year totals \$14.7 million.

The fiscal year 2018 operating budget is supported by combined revenues of \$9.5 million. The major source of this revenue is sales taxes of \$9.5 million.

Sales tax receipts are driven by numerous economic conditions. Particularly influenced by oil and gas activity, sales taxes for fiscal year 2017 began to increase due to increased activity. For 2018, sales taxes were budgeted at \$9.5 million, \$1.0 million higher than budgeted in 2017 and \$0.4 million less than FY17 actual sales tax receipts.

The expenditures budget for the General Fund is \$14.7 million. The revenue budget for the 2017–2018 fiscal year is expected to fall short of expenditures by \$5.2 million.

Request For Information

This financial report is designed to provide a general overview of the MDC's finances for all those with an interest in the government's finances. Questions concerning any of the information provided in this report or requests for additional financial information should be addressed to the Finance Director, MDC, 300 N. Lorraine, Midland, TX 79702-1152.

MIDLAND DEVELOPMENT CORPORATION,
A COMPONENT UNIT OF THE CITY OF MIDLAND, TEXAS
STATEMENT OF NET POSITION
September 30, 2017

Assets

Cash and cash equivalents	\$ 26,942,246
Sales tax receivable	1,910,343
Accounts receivable	344
Prepayments	82,151
Due from primary government	730,000
Notes receivable	2,506,579
Capital assets (net of accumulated depreciation)	<u>14,885,022</u>
 Total assets	 <u>47,056,685</u>

Liabilities

Accounts payable	622,725
Retainage payable	41,207
Noncurrent liabilities:	
Due within one year	69,304
Due in more than one year	<u>290,569</u>
 Total liabilities	 <u>1,023,805</u>

Net Position

Invested in capital assets, net of related debt	13,896,134
Unrestricted	<u>32,136,746</u>
 Total net position	 <u>\$ 46,032,880</u>

See accompanying notes to basic financial statements

MIDLAND DEVELOPMENT CORPORATION,
A COMPONENT UNIT OF THE CITY OF MIDLAND, TEXAS
STATEMENT OF ACTIVITIES
Year Ended September 30, 2017

<u>Functions/Programs</u>	<u>Expenses</u>	<u>Net (Expense) Revenue and Changes in Net Assets Governmental Activities</u>
Primary government:		
Governmental activities:		
General government	\$ 1,841,523	\$ (1,841,523)
Economic development	<u>13,909,559</u>	<u>(13,909,559)</u>
Total governmental activities	<u>15,751,082</u>	<u>(15,751,082)</u>
General revenues:		
Sales taxes		9,875,432
Investment earnings		130,630
Miscellaneous		<u>218,797</u>
Total general revenues		<u>10,224,859</u>
Change in net position		<u>(5,526,223)</u>
Net position – beginning		51,559,103
Net position – ending		<u>\$ 46,032,880</u>

See accompanying notes to basic financial statements

MIDLAND DEVELOPMENT CORPORATION,
A COMPONENT UNIT OF THE CITY OF MIDLAND, TEXAS
BALANCE SHEET
GENERAL FUND
September 30, 2017

Assets

Cash and cash equivalents	\$	26,942,246
Sales tax receivable		1,910,343
Accounts receivable		344
Prepayments		82,151
Due from primary government		730,000
Notes receivable		<u>2,506,579</u>
 Total assets	 \$	 <u><u>32,171,663</u></u>

Liabilities and Fund Balance

Liabilities:		
Accounts payable	\$	622,725
Retainage payable		<u>41,207</u>
 Total liabilities		 <u>663,932</u>
 Fund balance:		
Nonspendable		
Prepayments		82,151
Committed		
Economic development incentives		15,945,494
Promotional activities		4,255,668
Unassigned		<u>11,224,418</u>
Total fund balance		<u>31,507,731</u>
 Total liabilities and fund balance	 \$	 <u><u>32,171,663</u></u>

Reconciliation of Fund Balance of the Governmental Fund to
the Governmental Activities in the Statement of Net Position:

Fund balance of governmental fund	\$	31,507,731
 Amounts reported for governmental activities in the statement of net position are different because:		
Capital assets used in governmental activities are not financial resources and, therefore, are not reported in the funds.		14,885,022
Long-term liabilities, including compensated absences, are not due and payable in the current period and, therefore, are not reported in the funds.		<u>(359,873)</u>
 Net position of governmental activities	 \$	 <u><u>46,032,880</u></u>

See accompanying notes to basic financial statements

MIDLAND DEVELOPMENT CORPORATION,
A COMPONENT UNIT OF THE CITY OF MIDLAND, TEXAS
STATEMENT OF REVENUES, EXPENDITURES AND CHANGES IN FUND BALANCE
GENERAL FUND
Year Ended September 30, 2017

Revenues:	
Sales taxes	\$ 9,875,432
Interest income	130,630
Other	<u>218,797</u>
Total revenues	<u>10,224,859</u>
Expenditures:	
Administration	785,961
Marketing and promotion	588,343
Direct business incentives	13,909,559
Payments to taxing units	306,655
Capital outlay	640,049
Debt Service	
Capital Lease	53,935
Interest	<u>18,065</u>
Total expenditures	<u>16,302,567</u>
Net change in fund balance	(6,077,708)
Beginning fund balance	<u>37,585,439</u>
Ending fund balance	<u>\$ 31,507,731</u>

Reconciliation of the Governmental Fund Statement of Revenues, Expenditures, and Changes in Fund Balance to the Governmental Activities in the Statement of Activities:

Net change in fund balance - governmental fund	\$ (6,077,708)
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Amounts reported for *governmental activities* in the the statement of activities are different because:

Governmental funds report capital outlays as expenditures. However, in the statement of activities the cost of those assets is allocated over their estimated useful lives and reported as depreciation expense. This is the amount by which capital outlays exceeded depreciation in the current period.	485,240
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Governmental funds do not report disposal of capital assets. However, disposal of capital assets are reported in the Statement of Activities.	(5,242)
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The issuance of long-term debt (e.g. bonds, leases) provides current financial resources to governmental funds, while the repayment of the principal of long-term debt consumes the current financial resources of governmental funds. Neither transaction, however, has any effect on net position. This amount is the net effect of these differences in the treatment of long-term debt and related items.	53,935
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Some expenses reported in the statement of activities do not require the use of current financial resources and, therefore, are not reported as expenditures in governmental funds.	<u>17,552</u>
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Change in net position of governmental activities	<u>\$ (5,526,223)</u>
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See accompanying notes to basic financial statements

THE MIDLAND DEVELOPMENT CORPORATION,
A COMPONENT UNIT OF THE CITY OF MIDLAND, TEXAS
NOTES TO BASIC FINANCIAL STATEMENTS
September 30, 2017

1. Summary of Significant Accounting Policies

The Midland Development Corporation (MDC), a component unit of the City of Midland, Texas (the City), is a legally separate nonprofit corporation organized under the Texas Development Corporation Act of 1979, Article 5190.6 Vernon's Texas Revised Civil Statutes Annotated as amended and governed by Section 4A of the Act. The MDC was incorporated in February 2002. The purpose of the MDC is to:

1. Keep existing jobs in Midland;
2. Keep existing businesses in Midland;
3. Foster the expansion of businesses currently located in Midland;
4. Attract new industry and businesses to Midland;
5. Provide long-term employment opportunities for Midlanders;
6. Promote and develop industrial and manufacturing enterprises in order to eliminate unemployment and underemployment;
7. Promote and encourage employment and the public welfare of, for, and on behalf of the City;
8. Promote areas of the City with a large number of substandard, deteriorated, or deteriorating structures, which impairs the sound growth of the City or constitutes an economic and social liability;
9. Develop areas of the City that should be developed in order to meet the development objectives of the City; and
10. Consider the impact on any local business before providing an incentive to any corporation or entity.

The financial reporting entity presented in the accompanying financial statements of the MDC includes the primary corporate entity, the Midland Development Corporation. The MDC has no component units.

The accounting policies of the MDC, as reflected in the accompanying financial statements, conform to U.S. generally accepted accounting principles for local government units as prescribed by the Governmental Accounting Standards Board (GASB), the accepted body for promulgating governmental accounting and reporting principles.

(continued)

THE MIDLAND DEVELOPMENT CORPORATION,
A COMPONENT UNIT OF THE CITY OF MIDLAND, TEXAS
NOTES TO BASIC FINANCIAL STATEMENTS
September 30, 2017

A. The Financial Reporting Entity

A majority of the MDC Board is appointed by the City and the City can impose its will upon the MDC. Additionally, the City Council and the MDC Boards are not substantively the same and the MDC does not provide services entirely or almost entirely to the City. Therefore, MDC is a discretely presented component unit of the City. The MDC began operations on February 1, 2002.

B. Basic Financial Statements

The basic financial statements are presented at two basic levels:

1. The government-wide level, where all statements are prepared using the economic resources measurement focus and the accrual basis of accounting. These statements present all assets, liabilities, revenues, expenses and gains and losses of the MDC as governmental activities.
2. The fund level, where governmental fund statements are prepared using the current financial resources measurement focus and the modified accrual basis of accounting.

C. Government-wide and Fund Financial Statements

As previously discussed, the basic financial statements of the MDC are presented at two basic levels, the government-wide level and the fund level. These statements focus on the MDC as a whole at the government-wide level and on the major fund at the fund level. Government-wide financial statements (i.e., the statement of net position and the statement of activities) report information on all activities of the MDC. There is no interfund activity in the MDC financial statements. Governmental activities, which are normally supported by taxes, are the only reported activities.

The government-wide statement of net position reports all financial and capital resources of the MDC and is presented in “assets less liabilities equals net position” format. Assets and liabilities are presented in relative order of liquidity with liabilities that have an average maturity of more than one year separated into the amount due within one year and the amount due in more than one year.

The government-wide statement of activities identifies the relative financial burden of each of the MDC’s functions on the taxpayers by identifying direct expenses and the extent of self-support through program revenues. Direct expenses are clearly identifiable expenses that can be specifically associated with a function. Program revenues are revenues derived directly from the function or other sources that reduce the net cost of the function to be financed from general government revenues. Program revenues are 1) charges to customers who purchase, use, or directly benefit from services provided by a function and which are generated by that function, 2) grants and contributions restricted

(continued)

THE MIDLAND DEVELOPMENT CORPORATION,
A COMPONENT UNIT OF THE CITY OF MIDLAND, TEXAS
NOTES TO BASIC FINANCIAL STATEMENTS
September 30, 2017

to operating requirements of a function and, 3) grants and contributions restricted to capital requirements of a function. Items such as taxes, investment earnings, and nonspecific grants are not included as program revenues but are reported as general revenues that normally cover the net cost of a function.

Fund level financial statements are presented for the governmental fund, with a focus on the major fund. A major fund is a fund meeting certain specific asset, liability, revenue, or expenditure / expense criteria relative to all funds of that type and relative to the total for all governmental and enterprise funds combined. Additionally, any fund deemed particularly important by the MDC may be reported as a major fund.

D. Measurement Focus and Basis of Accounting

The government-wide statements are prepared using the economic resources measurement focus and the accrual basis of accounting. Revenues are recognized when earned and expenses are recognized when a liability is incurred, regardless of the timing of related cash flows.

Governmental fund financial statements are reported using a current financial resources measurement focus and modified accrual basis of accounting. Under the modified accrual basis of accounting, revenues are recognized when susceptible to accrual, i.e., both measurable and available. "Measurable" means the amount of the transaction can be determined and "available" means collectible within the current period or soon enough thereafter to be used to pay liabilities of the current period. In the case of sales taxes, available means due within the current period and collected within the current period or soon enough thereafter to be used to pay liabilities of the current period. Such time thereafter shall not exceed 60 days. Expenditures are generally recorded when a fund liability is incurred. Governmental fund revenues, which have been accrued based upon the susceptible to accrual concept, are sales taxes.

The only major fund used by the MDC is the General Fund which is the only operating fund of the MDC. This fund accounts for the economic development activities of the MDC: collection of sales tax revenues and expenses associated with marketing and promotion of Midland.

E. Cash, Cash Equivalents, and Investments

Cash and cash equivalents include any cash on hand, demand deposits, and any highly liquid investments that have an original maturity of three months or less from date of purchase. Investments in Texas Local Government Investment Pool (TexPool) and TexStar are considered cash equivalents as the amounts are available on demand. Investments, other than investments in TexPool and TexStar, are recorded at fair value based upon verifiable market prices.

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THE MIDLAND DEVELOPMENT CORPORATION,
A COMPONENT UNIT OF THE CITY OF MIDLAND, TEXAS
NOTES TO BASIC FINANCIAL STATEMENTS
September 30, 2017

F. Notes Receivable

MDC provides loans to new and expanding businesses that meet certain qualifications aligned with MDC's purpose. In some instances, the loans are given in the form of forgivable loans and are forgiven if all requirements are met.

G. Capital Assets

Capital assets are defined as a purchase or other acquisition of land, equipment, facilities, or other similar assets or the cost of construction of such asset the cost of which is in excess of \$5,000 and has a useful life of more than one year. These assets include property, plant, equipment, and all other tangible assets purchased or acquired. Purchased or constructed assets are carried at historical cost. Contributed assets are recorded at acquisition value at the time of donation.

Major outlays for capital assets and improvements are capitalized as capital projects are completed. Depreciable capital assets are depreciated using the straight line method over the following estimated useful lives:

<u>Asset Classification</u>	<u>Years</u>
Buildings	40
Improvements other than buildings	20
Machinery and equipment	6
Infrastructure	50

H. Compensated Absences

The MDC's employees earn paid time off, which may either be taken or accumulated, subject to a specified maximum, until paid upon retirement or termination. The MDC has accrued paid time off and related salary payments based on the criteria set forth in GASB Statement No. 16. The liability has been accrued in the government-wide statements. Governmental funds report liabilities only for the matured portion of these liabilities.

I. Nature and Purpose of Classifications of Fund Equity

Governmental Funds fund balances classified as committed can only be used for specific purposes pursuant to constraints imposed by the MDC Board of Directors through an ordinance or resolution. Fund balances classified as nonspendable include amounts that cannot be spent because they are not in a spendable form.

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THE MIDLAND DEVELOPMENT CORPORATION,
A COMPONENT UNIT OF THE CITY OF MIDLAND, TEXAS
NOTES TO BASIC FINANCIAL STATEMENTS
September 30, 2017

2. Reconciliation of Government-wide and Fund Financial Statements

- A. Explanation of certain differences between the governmental fund balance sheet and the government-wide statement of net position.

The general fund balance sheet includes a reconciliation between fund balance - governmental fund and net position – governmental activities as reported in the government - wide statement of net position. One element of that reconciliation explains that “capital assets used in governmental activities are not financial resources and, therefore, are not reported in the funds.” The details of this \$14,885,022 difference are as follows:

Cost of capital assets	\$ 15,494,901
Accumulated depreciation	<u>(609,879)</u>
<i>Net adjustment to increase fund balance - general fund to arrive at net position - governmental activities</i>	
	<u>\$ 14,885,022</u>

Another element of that reconciliation states that “long-term liabilities, including compensated absences, are not due and payable in the current period and therefore are not reported in the funds.” The details of this \$359,873 difference are as follows:

Compensated absences	\$ 28,019
Capital lease	<u>331,854</u>
<i>Net adjustment to reduce fund balance - general fund to arrive at net position - governmental activities</i>	
	<u>\$ 359,873</u>

- B. Explanation of certain differences between the governmental fund statement of revenues, expenditures and changes in fund balance and the government-wide statement of activities.

The general fund statement of revenues, expenditures and changes in fund balance includes a reconciliation between net change in fund balance – governmental fund and changes in net position of governmental activities as reported in the government-wide statement of activities. The reconciliation explains that “governmental funds report capital outlays as expenditures. However, in the statement of activities the cost of those assets is allocated over their estimated useful lives and reported as depreciation expense.” The details of this \$485,240 difference are as follows:

(continued)

THE MIDLAND DEVELOPMENT CORPORATION,
A COMPONENT UNIT OF THE CITY OF MIDLAND, TEXAS
NOTES TO BASIC FINANCIAL STATEMENTS
September 30, 2017

Capital outlay	\$	640,049
Depreciation expense		<u>(154,809)</u>
<i>Net adjustment to increase net changes in fund balance - governmental fund to arrive at net changes in net position of governmental activities</i>	\$	<u>485,240</u>

Another Element of that reconciliation states that “governmental funds do not report disposal of capital assets. However, disposal of capital assets are reported in the Statement of Activities.” The detail of this \$5,242 is as follows:

Loss on disposal of assets - \$5,242

Another element of that reconciliation states that “the issuance of long-term debt (e.g., bonds, leases) provides current financial resources to governmental funds, while the repayment of the principal of long-term debt consumes the current financial resources of governmental funds. Neither transaction, however, has any effect on net position.” The detail of this \$53,935 is as follows:

Principal repayment on capital lease - \$53,935

The remaining element states that “some expenses reported in the statement of activities do not require the use of current financial resources and, therefore, are not reported as expenditures in governmental funds.” The detail of this \$17,552 is as follows:

Expense associated with change in compensated absences liability - \$17,552

3. Deposits, Investments, and Obligations under Reverse Repurchase Agreements

MDC deposits, which are combined with the City’s deposits, were fully insured or collateralized as of September 30, 2017. The bank balance of the City was covered by sufficient collateral at September 30, 2017, held in the City’s name by the Federal Reserve Bank of Minneapolis as agent for the City.

The MDC’s investment policies are governed by State statutes. The MDC is governed by the City’s investment policies which further limit State statutes such that eligible investments include the following:

- A. Obligations of the United States or its agencies and instrumentalities:
 - 1. United States of America Treasury securities
 - 2. Farmers Home Administration (FmHA) obligations backed by the full faith and credit of the United States
 - 3. Federal Home Loan Bank (FHLBs) bonds

(continued)

THE MIDLAND DEVELOPMENT CORPORATION,
A COMPONENT UNIT OF THE CITY OF MIDLAND, TEXAS
NOTES TO BASIC FINANCIAL STATEMENTS
September 30, 2017

4. Federal National Mortgage Association (Fannie Mae or FNMA) notes and debentures
5. Farm Credit System Obligations
6. Federal Home Loan Mortgage Corporation (Freddie Mac or FHLMC) obligations, i.e., discount notes or debentures.

B. Direct obligations of the State of Texas or its agencies

Texas State, City, County, or School District General Obligation Bonds with a remaining maturity of ten years or less having been rated as to investment quality by Moody's or Standard and Poor's (nationally recognized investment rating firms) and having received a rating of no less than "A" or its equivalent.

C. Certificates of deposit issued by state and national banks domiciled in this state

Certificates of deposit issued by state and national banks domiciled in this state that are: (1) guaranteed or insured by the Federal Deposit Insurance Corporation, or its successor; or (2) secured by obligations that are described in V.T.C.A., Local Government Code Sections 105.001 et seq.

D. Fully collateralized repurchase agreements having a defined termination date

Fully collateralized direct repurchase agreements and reverse repurchase agreements with a defined termination date of no more than 90 days from the date such investment is purchased, secured by obligations of the United States or its agencies and instrumentalities with a market value of not less than the amount of the funds disbursed and held by a custodian for the MDC.

Repurchase agreements must be purchased through a primary government securities dealer, as defined by the Federal Reserve, or a bank domiciled in Texas. Money received under the terms of a reverse repurchase agreement shall be used to acquire additional eligible investments whose maturity does not exceed the expiration date of the reverse repurchase agreement.

E. Money market funds

Money market funds fully authorized by State statute of both public and private sponsorship.

F. Other securities or obligations approved by the City Council

Other such securities or obligations as authorized by State statute and approved by the City Council.

The MDC invests in two governmental pools: TexPool and TexStar, both of which were created under the Interlocal Cooperation Act, Texas Government Code Ann. Ch. 791 and the Texas Government Code Ann. Ch. 2256.

(continued)

THE MIDLAND DEVELOPMENT CORPORATION,
A COMPONENT UNIT OF THE CITY OF MIDLAND, TEXAS
NOTES TO BASIC FINANCIAL STATEMENTS
September 30, 2017

The Texas Treasury Safekeeping Trust Company is trustee of TexPool and is a limited purpose trust company authorized pursuant to Texas Government Code Ann. Section 404.103 for which the Texas State Comptroller is the sole officer, director, and shareholder. The advisory board of TexPool is composed of members appointed pursuant to the requirements of the Public Funds Investment Act, Texas Government Code Ann. ch. 2256. TexStar is governed by a five-member Board of Directors comprising three government officials or employees and two other persons with expertise in public finance. Additionally, TexStar has a five-member advisory board. Both TexPool and TexStar are rated AAAM by Standard & Poor's.

Certain external investment pools and pool participants have an option to measure these investment pools at amortized cost rather than fair value if certain criteria are met. TexPool has opted to report at amortized cost, while TexStar measures their investments at net asset value.

Investment income earned on pooled cash and investments is allocated to each fund based upon each fund's weighted average daily cash and investment balances.

Investments other than investments in TexPool and TexStar are valued based upon quotes obtained from Interactive Data Pricing and Reference Data (IDC). As of September 30, 2017, MDC had no investments other than TexPool and TexStar.

4. Receivables

Receivables as of September 30, 2017 for the MDC include sales tax receivables of \$1,910,343 due from the State of Texas.

The MDC also has \$730,000 due from the City of Midland, which is part of an economic development agreement for a street improvement. Additionally, notes receivable of \$2,506,579 are economic development agreements with three external entities.

(continued)

THE MIDLAND DEVELOPMENT CORPORATION,
A COMPONENT UNIT OF THE CITY OF MIDLAND, TEXAS
NOTES TO BASIC FINANCIAL STATEMENTS
September 30, 2017

5. Capital Assets

Capital asset activity for the year ended September 30, 2017 was as follows:

	Beginning Balance	Additions	Retirements	Transfers	Ending Balance
Governmental activities:					
Capital assets, not being depreciated:					
Land	\$ 4,424,753	\$ -	\$ -	\$ -	\$ 4,424,753
Construction in progress	3,817,512	633,165	-	(3,624,512)	826,165
Total capital assets, not being depreciated	<u>8,242,265</u>	<u>633,165</u>	<u>-</u>	<u>(3,624,512)</u>	<u>5,250,918</u>
Capital assets, being depreciated:					
Buildings	5,903,629	-	-	3,508,636	9,412,265
Improvements other than buildings	216,336	-	-	-	216,336
Machinery and equipment	38,076	6,884	(29,956)	115,876	130,880
Infrastructure	484,502	-	-	-	484,502
Total capital assets, being depreciated	<u>6,642,543</u>	<u>6,884</u>	<u>(29,956)</u>	<u>3,624,512</u>	<u>10,243,983</u>
Less accumulated depreciation for:					
Buildings	(229,685)	(127,805)	-	-	(357,490)
Improvements other than buildings	(114,478)	(10,817)	-	-	(125,295)
Machinery and equipment	(29,838)	(6,497)	24,714	-	(11,621)
Infrastructure	(105,783)	(9,690)	-	-	(115,473)
Total accumulated depreciation	<u>(479,784)</u>	<u>(154,809)</u>	<u>24,714</u>	<u>-</u>	<u>(609,879)</u>
Total capital assets, being depreciated, net	<u>6,162,759</u>	<u>(147,925)</u>	<u>(5,242)</u>	<u>3,624,512</u>	<u>9,634,104</u>
Governmental activities capital assets, net	<u>\$ 14,405,024</u>	<u>\$ 485,240</u>	<u>\$ (5,242)</u>	<u>\$ -</u>	<u>\$ 14,885,022</u>

6. Employee Benefit Plans

The MDC participates in a multiple-employer defined contribution salary deferral plan created in accordance with Internal Revenue Code Section 401(k). The plan is administered by the American Chamber of Commerce Executives Profit Sharing Plan. Active participants must be at least 21 years of age with a minimum of one year of eligibility service. The MDC contributes 9% of each eligible employee's total annual compensation to the plan. Employees may also make elective deferral contributions up to specified limits of their total compensation each year. The MDC will match those contributions up to a maximum of 3% of each participant's total annual compensation. Vesting is 25% after one year of eligible service, 50% after two years, 75% after three years and 100% after four years of eligible service. The MDC contributed a total of \$45,134 to the plan during fiscal year 2017.

(continued)

THE MIDLAND DEVELOPMENT CORPORATION,
A COMPONENT UNIT OF THE CITY OF MIDLAND, TEXAS
NOTES TO BASIC FINANCIAL STATEMENTS
September 30, 2017

7. Long-term liabilities

Long-term liability activity for the year ended September 30, 2017 was as follows:

	<u>Beginning Balance</u>	<u>Additions/ Completions</u>	<u>Retirements/ Adjustments</u>	<u>Ending Balance</u>	<u>Due Within One Year</u>
Governmental activities:					
Compensated absences	\$ 45,571	\$ 21,699	\$ (39,251)	\$ 28,019	\$ 12,609
Capital lease	<u>385,789</u>	<u>-</u>	<u>(53,935)</u>	<u>331,854</u>	<u>56,695</u>
Governmental activities long-term liabilities	<u>\$ 431,360</u>	<u>\$ 21,699</u>	<u>\$ (93,186)</u>	<u>\$ 359,873</u>	<u>\$ 69,304</u>

8. Capital Leases

MDC has a Commercial Hangar Lease Agreement with the City of Midland for economic development purposes and to provide aviation services as permitted within the agreement. This agreement qualifies as a capital lease for accounting purposes.

A summary of assets acquired through capital lease is as follows:

Buildings	\$410,124
Less: Accumulated depreciation	<u>(117,178)</u>
	\$292,946

Future minimum lease obligations and the net present value of these payments as of September 30, 2017, were as follows:

Fiscal Year Ending September 30:

2018	72,000
2019	72,000
2020	72,000
2021	72,000
2022	72,000
2023	<u>18,000</u>
Total minimum lease payments	378,000
Less interest at 5.00%	<u>(46,146)</u>
Present Value	<u><u>331,854</u></u>

(continued)

THE MIDLAND DEVELOPMENT CORPORATION,
A COMPONENT UNIT OF THE CITY OF MIDLAND, TEXAS
NOTES TO BASIC FINANCIAL STATEMENTS
September 30, 2017

9. Risk Management

The MDC is exposed to various risks of loss related to torts. For the purposes of the Texas Tort Claims Act (Subchapter A, Chapter 101, Texas Civil Practices and Remedies Code), the MDC is a governmental unit and its actions are governmental functions and, therefore, are limited by governmental immunity. As of September 30, 2017, there were no claims outstanding. There has been no significant reduction in coverage from 2016 to 2017; nor have settlement amounts exceeded coverage for each of the past three years.

10. Commitments

At September 30, 2017, the MDC had contracts for economic development commitments of \$15,945,494.

11. Litigation

No legal action arose in the ordinary course of the MDC's business during the fiscal year ended September 30, 2017.

12. Related Party Transactions

A majority of the MDC and the Midland Spaceport Development Corporation (Spaceport) boards are appointed by the City and the City can impose its will upon MDC and Spaceport. Accordingly, both MDC and Spaceport are discretely presented component units of the City.

As September 30, 2017, MDC has a \$2.0 million interest-free loan to Spaceport recorded as a note receivable. Additionally, in 2017, MDC made a contribution of \$40,400 to Spaceport to pay for consulting expenses.

MIDLAND DEVELOPMENT CORPORATION,
A COMPONENT UNIT OF THE CITY OF MIDLAND
REQUIRED SUPPLEMENTARY INFORMATION
SCHEDULE OF REVENUES, EXPENDITURES, AND CHANGES IN FUND BALANCE
BUDGET AND ACTUAL
GENERAL FUND
Year Ended September 30, 2017

	Original Budget	Amended Budget	Actual	Variance- Favorable (Unfavorable)
Revenues:				
Sales taxes	\$ 8,500,000	\$ 8,500,000	\$ 9,875,432	\$ 1,375,432
Interest income	15,000	15,000	130,630	115,630
Other	-	-	218,797	218,797
Total revenues	<u>8,515,000</u>	<u>8,515,000</u>	<u>10,224,859</u>	<u>1,709,859</u>
Expenditures:				
Administration	1,037,654	1,037,654	785,961	251,693
Marketing and promotion	1,180,000	1,180,000	588,343	591,657
Direct business incentives	10,208,300	17,267,267	13,909,559	3,357,708
Payments to taxing units	273,655	306,655	306,655	-
Capital outlay	2,426,489	3,381,074	640,049	2,741,025
Debt Service	-	72,000	72,000	-
Total expenditures	<u>15,126,098</u>	<u>23,244,650</u>	<u>16,302,567</u>	<u>6,942,083</u>
Net Change in Fund Balance	<u>(6,611,098)</u>	<u>(14,729,650)</u>	<u>(6,077,708)</u>	<u>8,651,942</u>
Beginning fund balance	<u>37,585,439</u>	<u>37,585,439</u>	<u>37,585,439</u>	<u>-</u>
Ending fund balance	<u>\$ 30,974,341</u>	<u>\$ 22,855,789</u>	<u>\$ 31,507,731</u>	<u>\$ 8,651,942</u>

See accompanying auditors' report

THE MIDLAND DEVELOPMENT CORPORATION,
A COMPONENT UNIT OF THE CITY OF MIDLAND, TEXAS
NOTES TO REQUIRED SUPPLEMENTARY INFORMATION
September 30, 2017

Budgetary Data

The annual budget is legally adopted by the MDC Board and approved by the City Council of the City of Midland (City) on a basis consistent with U.S. generally accepted accounting principles.

The MDC Board follows these procedures in establishing the budget reflected for the MDC:

1. At least sixty (60) days prior to October 1 of each year, the MDC Board, with the assistance of the MDC Treasurer, prepares and adopts a proposed budget for the fiscal year beginning on the following October 1. The operating budget includes proposed expenditures and other such budgetary information as required by the City Council for approval and adoption.
2. The proposed budget is then submitted to the City Council for approval and is considered adopted upon formal approval by the City Council.
3. Expenditures may not exceed the appropriation for the adopted annual operating budget.
4. Supplemental appropriations during the year must be approved and adopted by the MDC Board and the City Council through passage of resolution. The reported budgetary data has been revised for amendments authorized during the year.