

JOBSOHIO

(A Component Unit of the State of Ohio)

Financial Statements

December 31, 2019 and 2018

(With Independent Auditors' Review Report Thereon)

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INDEPENDENT AUDITORS' REVIEW REPORT

The Board of Directors of JobsOhio:

We have reviewed the accompanying statements of net position of JobsOhio, a component unit of the State of Ohio, and its sole component unit JobsOhio Beverage System (collectively the "Entity") as of December 31, 2019, and the related statements of revenues, expenses, and changes in net position for the three-month and six-month periods ended December 31, 2019 and 2018, and of cash flows for the six-month periods ended December 31, 2019 and 2018, and the related notes (the "interim financial information").

Management's Responsibility for the Interim Financial Information

The Entity's management is responsible for the preparation and fair presentation of the interim financial information in accordance with accounting principles generally accepted in the United States of America; this responsibility includes the design, implementation, and maintenance of internal control sufficient to provide a reasonable basis for the preparation and fair presentation of interim financial information in accordance with accounting principles generally accepted in the United States of America.

Auditors' Responsibility

Our responsibility is to conduct our review in accordance with auditing standards generally accepted in the United States of America applicable to reviews of interim financial information. A review of interim financial information consists principally of applying analytical procedures and making inquiries of persons responsible for financial and accounting matters. It is substantially less in scope than an audit conducted in accordance with auditing standards generally accepted in the United States of America, the objective of which is the expression of an opinion regarding the financial information. Accordingly, we do not express such an opinion.

Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the Management's Discussion and Analysis on pages 3-6 be presented to supplement the interim financial information. Such information, although not a part of the interim financial information, is required by the Governmental Accounting Standards Board who considers it to be an essential part of financial reporting for placing the interim financial information 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 interim financial information, and other knowledge we obtained during our review of the interim financial information. 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.

Conclusion

Based on our reviews, we are not aware of any material modifications that should be made to the interim financial information referred to above for it to be in accordance with accounting principles generally accepted in the United States of America.

Report on Statement of Net Position as of June 30, 2019

We have previously audited, in accordance with auditing standards generally accepted in the United States of America, the statement of net position of the Entity as of June 30, 2019, and the related statements of revenues, expenses, and changes in net position and cash flows for the year then ended (not presented herein); and we expressed an unmodified audit opinion on those audited financial statements in our report dated September 27, 2019. In our opinion, the accompanying statement of net position of the Entity as of June 30, 2019, is consistent, in all material respects, with the audited financial statements from which it has been derived.

Deloitte + Touche LLP

February 28, 2020

JOBSOHIO
(A Component Unit of the State of Ohio)

Management's Discussion and Analysis (Unaudited)

December 31, 2019 and 2018

(In thousands)

The management of JobsOhio offers this narrative overview and analysis of the financial activities of JobsOhio for the six months ended December 31, 2019 and 2018. The information presented in this overview and analysis should be considered in conjunction with JobsOhio's basic financial statements, which follow this material. Financial statements prepared by JobsOhio include its sole component unit, JobsOhio Beverage System (JOBS), however the following information is solely based on JobsOhio's financial activities and is presented in a non-blended format. Management's discussion and analysis of JOBS is included in that corporation's separately issued financial statements.

Financial Highlights

- Total assets increased 7% in the six months ended December 31, 2019 from \$875,969 in the fiscal year ended June 30, 2019 to \$938,012 in the six months ended December 31, 2019. Total assets increased 9% in the six months ended December 31, 2018 from \$626,905 in the fiscal year ended June 30, 2018 to \$684,474 in the six months ended December 31, 2018.
- Total liabilities increased 47% in the six months ended December 31, 2019 from \$92,795 in the fiscal year ended June 30, 2019 to \$136,594 in the six months ended December 31, 2019. Total liabilities increased 151% in the six months ended December 31, 2018 from \$57,232 in the fiscal year ended June 30, 2018 to \$143,825 in the six months ended December 31, 2018.
- Operating and non-operating revenues increased 55% in the six months ended December 31, 2019 when compared to the same time period one year prior from \$109,494 in the six months ended December 31, 2018 to \$169,631 in the six months ended December 31, 2019. Operating and non-operating revenues increased 12% in the six months ended December 31, 2018 when compared to the same time period one year prior from \$109,494 in the six months ended December 31, 2018 to \$97,791 in the six months ended December 31, 2017.
- Total operating expenses increased 9% in the six months ended December 31, 2019 when compared to the same time period one year prior from \$138,518 in the six months ended December 31, 2018 to \$151,387 in the six months ended December 31, 2019. Total operating expenses increased 38% in the six months ended December 31, 2018 when compared to the same time period one year prior from \$138,518 in the six months ended December 31, 2018 to \$100,594 in the six months ended December 31, 2017.

Overview

JobsOhio is a 501(c)(4) non-profit organization formed under chapters 1702 and 187 of the Ohio Revised Code to promote economic development, job creation, job retention, job training, and the recruitment of business to the state of Ohio (State). JobsOhio is the sole member of the JobsOhio Beverage System (JOBS), which operates the franchise for the sale of spirituous liquor throughout the State. The purchase was financed in fiscal year 2013 by JOBS' issuance of \$1,510,685 of special obligation bonds.

The Franchise and Transfer Agreement ("Transfer Agreement") calls for JOBS to pay the State an annual "Supplemental Payment" as additional consideration for the liquor enterprise, when profits of the franchise exceed a predetermined level. The Supplemental Payment to the State is based upon a formula specified in the Transfer Agreement and is paid based on results of the fiscal year. In accordance with this provision, JOBS recorded Supplemental Payment expense of \$32,817 and \$27,993, respectively, for the six months ended December 31, 2019 and 2018. The final payment amount due to the State is calculated at the conclusion of the fiscal year.

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(In thousands)

During the six months ended December 31, 2019 and 2018, JobsOhio received grants from JOBS totaling \$155,000 and \$100,000, respectively. These grants comprise funding from operating income of the liquor franchise by JOBS.

Discussion of Basic Financial Statements

The activities of JobsOhio are accounted for on a fiscal year basis, comprising 12 calendar months ending June 30 of each year. These activities are accounted for as an enterprise fund, reporting all financial activity, assets, and liabilities using the accrual basis of accounting in the same manner as with private sector businesses. Financial statements prepared by JobsOhio include its sole component unit, JOBS and include the blended statements of net position; statements of revenues, expenses, and changes in net position; statements of cash flows and the related notes. This information is also presented in a non-blended format in the notes to financial statements.

The statement of net position provides information about assets and liabilities and reflects the financial position at quarter end and the previous fiscal year-end. The statement of revenues, expenses, and changes in net position reports the revenue activity and the expenses related to such activity for the quarter and current fiscal year to date. The statement of cash flows outlines the cash inflows and outflows for the current fiscal year to date. These statements provide current and long-term information about JobsOhio's financial position.

The financial statements also include notes that provide additional information essential to a full understanding of the information provided in the statements.

Financial Analysis

Net Position

Current assets consist of cash in demand deposits, investments, prepaid expenses, and receivables due from JOBS for management services as well as outstanding principal from loans to promote economic development due within the following twelve months. Current assets increased 8% in the six months ended December 31, 2019 from \$790,465 in the fiscal year ended June 30, 2019 to \$855,558 in six months ended December 31, 2019. Current assets increased 9% in the six months ended December 31, 2018 from \$541,282 in the fiscal year ended June 30, 2018 to \$591,539 in the six months ended December 31, 2018. These increases in current assets are primarily due to funds received from JOBS for grants to support JobsOhio's mission.

Long-term assets consist of software, furniture, equipment and leasehold improvements, as well as outstanding principal from loans made for economic development programs due after the following twelve months. Long-term assets decreased 4% in the six months ended December 31, 2019 from \$85,504 in the fiscal year ended June 30, 2019 to \$82,454 in six months ended December 31, 2019. Long-term assets increased 8% in the six months ended December 31, 2018 from \$85,623 in the fiscal year ended June 30, 2018 to \$92,935 in six months ended December 31, 2018. The changes in long-term assets are primarily due to assets related to JobsOhio's loan program.

Current liabilities represent accounts payable and accrued liabilities, as well as amounts due within the following twelve months for a capital lease that was added in fiscal year 2019. Current liabilities increased 47% in the six months ended December 31, 2019 from \$92,708 in the fiscal year ended June 30, 2019 to \$136,518 in the six months ended December 31, 2019. Current liabilities increased 151% in the six months ended December 31, 2018 from \$57,224 in the fiscal year ended June 30, 2018 to \$143,822 in the six months ended December 31, 2018. These increases in current liabilities are primarily due to increases in grants that JobsOhio has awarded to companies to promote economic development in the State in support of its mission.

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Management's Discussion and Analysis (Unaudited)

December 31, 2019 and 2018

(In thousands)

Long-term liabilities consist of amounts due for capital leases after the following twelve months. Long-term liabilities decreased 13% in the six months ended December 31, 2019 from \$87 in the fiscal year ended June 30, 2019 to \$76 in the six months ended December 31, 2019. Long-term liabilities decreased 63% in the six months ended December 31, 2018 from \$8 in the fiscal year ended June 30, 2018 to \$3 in the six months ended December 31, 2018. The changes in long-term liabilities are primarily due to amounts due for capital lease.

The increases in total net position for the six months ended December 31, 2019 and the fiscal year ended June 30, 2019 of \$18,244 and \$213,501, respectively, are primarily due to the receipt of grants from JOBS in support of JobsOhio's economic development mission.

Revenues, Expenses, and Changes in Net Position

The following is a summary of revenues, expenses, and changes in net position for the six months ended December 31, 2019 and 2018:

	Six Months Ended December 31, 2019	Six Months Ended December 31, 2018
Operating revenues:		
Interest income - loans	\$ 1,285	\$ 1,316
Fees and other	4,010	770
Total operating revenues	5,295	2,086
Operating expenses:		
Economic development programs	126,879	113,192
Salaries and benefits	6,950	8,187
Economic development purchased services	6,114	6,409
Professional services	3,225	3,438
Insurance	112	112
Administrative and support	2,342	2,175
Marketing	5,807	5,005
Other	(42)	-
Total operating expenses	151,387	138,518
Operating loss	(146,092)	(136,432)
Nonoperating revenues:		
Grants	155,000	100,000
Investment income	9,336	7,408
Total nonoperating revenues	164,336	107,408
Change in net position	18,244	(29,024)
Net position, beginning of period	783,174	569,673
Net position, end of period	\$ 801,418	\$ 540,649

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Management's Discussion and Analysis (Unaudited)
December 31, 2018 and 2017

(In thousands)

The primary source of revenue for JobsOhio is grants from JOBS, however JobsOhio also earns revenue from its investments, as well as interest on loans made for economic development programs. For the six months ended December 31, 2019, total operating and nonoperating revenues were \$169,631, an increase of \$60,137 over the same time period one year prior of \$109,494. This change is primarily due to an increase in the amount of grant revenue received from JOBS of \$55,000, as well as an increase in the amount of investment income of \$1,928. For the six months ended December 31, 2018, total operating and nonoperating revenues were \$109,494, an increase of \$11,703 over the same time period one year prior of \$97,791. This change was primarily due to an increase in the amount of grant revenue received from JOBS of \$5,000, as well as an increase in the amount of interest income received on loans made for economic development programs.

Operating expenses increased by \$12,869 in the six months ended December 31, 2019, from \$138,518 in the six months ended December 31, 2018 to \$151,387 in the six months ended December 31, 2019, primarily due to an increase in the amount of grants issued as part of JobsOhio's mission and reported as economic development program expense. In the six months ended December 31, 2018, operating expenses increased by \$37,924 from \$100,594 in the six months ended December 31, 2017 to \$138,518 in the six months ended December 31, 2018, also primarily due to an increase in the amount of grants issued as part of JobsOhio's mission and reported as economic development program expense. JobsOhio has consistently increased its workforce as it continues to build upon its employee base to facilitate economic development in the State. Other operating expenses for the six months ended December 31, 2019 and 2018 included economic development purchased services, professional services, marketing, insurance, and administrative and support expenses.

JobsOhio experienced an increase in net position of \$18,244 in the six months ended December 31, 2019, which was an increase of \$47,268 from the decrease in net position as of December 31, 2018 of \$29,024. The decrease in net position of \$29,024 for the six months ended December 31, 2018, was a decrease of \$26,221 from the decrease in net position as of December 31, 2017 of \$2,803. The major factor affecting these fluctuations was the change in the amount of economic development program grants issued to support JobsOhio's mission.

Capital Asset Activity

Capital asset additions of \$48 in the six months ended December 31, 2019 were due to expenses related to computer networking, as well as the addition of office furniture. Capital asset additions to furniture and equipment of \$166 in the fiscal year ended June 30, 2019 were primarily attributable to new copiers and office printers, financed by a capital lease. Refer to page 25 of the notes to the financial statements for further information on capital assets.

Requests for Information

This report is designed to provide a general overview of JobsOhio's finances. The report of its component unit JOBS is issued separately by that corporation. Questions concerning information presented in this report should be addressed to Brian Faust, Chief Financial Officer, JobsOhio, faust@jobsohio.com.

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Statements of Net Position

(Unaudited)

(In thousands)

	December 31, 2019	June 30, 2019
Assets:		
Current assets:		
Cash and cash equivalents - unrestricted	\$ 125,331	\$ 140,677
Cash and cash equivalents - restricted	163,360	164,065
Investments at fair value	764,304	713,884
Inventory	87,066	84,670
Loans	8,096	7,547
Receivables, net of allowance for uncollectable accounts	3,823	4,817
Prepaid expenses	2,624	3,509
Total current assets	1,154,604	1,119,169
Long-term assets:		
Intangible asset - liquor franchise, net of amortization	998,145	1,025,743
Capital assets, net of accumulated depreciation	1,957	2,042
Loans, net of loss allowance	81,655	84,587
Total long-term assets	1,081,757	1,112,372
Total assets	2,236,361	2,231,541
Liabilities:		
Current liabilities:		
Accounts payable	26,431	20,691
Accrued liabilities	197,006	180,019
Special obligation bonds payable - current portion	46,720	46,720
Bond interest payable	27,947	27,947
Capital lease payable - current portion	24	27
Total current liabilities	298,128	275,404
Long-term liabilities:		
Special obligation bonds payable	1,283,115	1,284,471
Capital lease payable	76	87
Total long-term liabilities	1,283,191	1,284,558
Total liabilities	1,581,319	1,559,962
Net position:		
Net investment in capital assets	1,957	2,042
Unrestricted	653,085	669,537
Total net position	\$ 655,042	\$ 671,579

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Statements of Revenues, Expenses, and Changes in Net Position

(Unaudited)

(In thousands)

	Three Months Ended December 31, 2019	Three Months Ended December 31, 2018
Operating revenues:		
Net liquor sales	\$ 373,895	\$ 348,920
Distribution center revenue	2,021	1,821
Interest income - loans	600	686
Fees and other	74	97
Total operating revenues	376,590	351,524
Operating expenses:		
Cost of goods sold	220,788	205,507
Sales commissions	22,024	19,168
Liquor gallonage taxes	14,038	13,508
Amortization of intangible asset - liquor franchise	13,799	13,799
Service fees	4,885	4,143
Supplemental Payment	16,903	15,543
Economic development programs	63,450	55,473
Salaries and benefits	3,514	5,085
Economic development purchased services	2,882	3,290
Professional services	3,745	4,304
Insurance	157	154
Administrative and support	2,171	1,981
Marketing	3,286	2,573
Other	(7)	68
Total operating expenses	371,635	344,596
Operating income	4,955	6,928
Nonoperating revenues (expenses):		
Bond interest, net	(13,295)	(13,575)
Investment income	4,092	6,216
Other, net	684	1,589
Total nonoperating revenues (expenses)	(8,519)	(5,770)
Change in net position	(3,564)	1,158
Net position, beginning of period	658,606	572,080
Net position, end of period	\$ 655,042	\$ 573,238

JOB SOHIO
(A Component Unit of the State of Ohio)

Statements of Revenues, Expenses, and Changes in Net Position

(Unaudited)

(In thousands)

	<u>Six Months Ended December 31, 2019</u>	<u>Six Months Ended December 31, 2018</u>
Operating revenues:		
Net liquor sales	\$ 706,393	\$ 657,182
Distribution center revenue	3,887	3,626
Interest income - loans	1,285	1,316
Fees and other	168	174
	<u>711,733</u>	<u>662,298</u>
Operating expenses:		
Cost of goods sold	416,436	386,518
Sales commissions	41,365	35,914
Liquor gallonage taxes	27,087	25,954
Amortization of intangible asset - liquor franchise	27,598	27,598
Service fees	9,770	8,286
Supplemental Payment	32,817	27,993
Economic development programs	126,879	113,192
Salaries and benefits	6,950	8,187
Economic development purchased services	6,114	6,409
Professional services	7,250	6,961
Insurance	314	308
Administrative and support	4,312	4,017
Marketing	5,807	5,005
Other	52	120
	<u>712,751</u>	<u>656,462</u>
Operating income (loss)	<u>(1,018)</u>	<u>5,836</u>
Nonoperating revenues (expenses):		
Bond interest, net	(26,591)	(27,150)
Investment income	9,336	7,408
Other, net	1,736	2,998
	<u>(15,519)</u>	<u>(16,744)</u>
Change in net position	<u>(16,537)</u>	<u>(10,908)</u>
Net position, beginning of period	<u>671,579</u>	<u>584,146</u>
Net position, end of period	<u>\$ 655,042</u>	<u>\$ 573,238</u>

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(A Component Unit of the State of Ohio)

Statements of Cash Flows

Six Months Ended December 31, 2019 and 2018

(Unaudited)

(In thousands)

	2019	2018
Cash flows from operating activities:		
Receipts from fees and other	\$ 1,948	\$ 1,585
Receipts from customers	706,738	657,228
Receipts from suppliers	3,900	3,508
Payments to employees	(6,941)	(6,278)
Payments to suppliers	(448,660)	(402,990)
Payments for economic development programs	(80,313)	(38,922)
Payments for commissions	(36,591)	(34,131)
Receipts from sales taxes	41,850	38,650
Payments for sales tax collections to State and county	(39,248)	(36,406)
Payments for gallonage tax collections to State	(26,053)	(25,171)
Payments for servicing fees	(8,690)	(8,205)
Payments for Supplemental Payment to State	(56,495)	(36,831)
Net cash provided by operating activities	51,445	112,037
Cash flows from noncapital financing activities:		
Payments for other nonoperating expenses	(39)	(1)
Net cash used in noncapital financing activity	(39)	(1)
Cash flows from capital and related financing activities:		
Acquisition of capital assets	(187)	(129)
Payments for capital lease	(14)	(5)
Payments for bond interest	(27,947)	(28,524)
Net cash used in capital and related financing activities	(28,148)	(28,658)
Cash flows from investing activities:		
Dividends and interest income	9,867	7,831
Purchases of investments	(117,714)	(67,424)
Proceeds from maturities of investments	68,538	58,374
Net cash used in investing activities	(39,309)	(1,219)
Net increase in cash and cash equivalents	(16,051)	82,159
Cash and cash equivalents, beginning of period	304,742	417,786
Cash and cash equivalents, end of period	\$ 288,691	\$ 499,945
Reconciliation of operating income to net cash provided by operating activities:		
Operating income	\$ (1,018)	\$ 5,836
Adjustments to reconcile operating income to net cash provided by (used in) operating activities:		
Amortization of intangible asset - liquor franchise	27,598	27,598
Depreciation and amortization expense	308	273
(Increase) decrease in loans	2,468	(9,510)
Increase in loan valuation allowance	(85)	570
(Increase) decrease in inventory	(2,396)	(5,828)
(Increase) decrease in receivables, net of allowance for doubtful accounts	993	729
Decrease in prepaid expenses	885	60
Increase in accounts payable	5,704	25,593
Increase in accrued liabilities	16,988	66,716
Total adjustments	52,463	106,201
Net cash provided by operating activities	\$ 51,445	\$ 112,037
Noncash capital and related financing activities:		
Purchases of capital assets on account	\$ 36	\$ -
Amortization of bonds payable	\$ 1,356	\$ 1,374

See accompanying notes to financial statements

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Notes to Financial Statements

(Unaudited)

(In thousands)

(1) Unaudited Financial Statements

The financial information included in these financial statements is unaudited. In the opinion of management, all adjustments (consisting of only normal recurring adjustments) necessary for a fair presentation of the statements of net position; the statements of revenues, expenses, and changes in net position; and the statements of cash flows for the period presented have been made on a consistent basis.

These financial statements should be read in conjunction with the financial statements and notes contained in JobsOhio's audited financial statements for the year ended June 30, 2019.

(2) Summary of Significant Accounting Policies

(a) Organization

JobsOhio was formed under the laws of the state of Ohio ("State") and was established to encourage business development in the State. JobsOhio was incorporated on July 5, 2011, as a nonprofit corporation under Chapters 1702 and 187, Revised Code, to promote economic development, job creation, job retention, job training, and the recruitment of business to Ohio. JobsOhio is governed by a Board of Directors appointed by the Governor of Ohio.

The accompanying financial statements include the accounts of JobsOhio Beverage System ("JOBS"), its sole component unit. JOBS is governed by a Board of Directors appointed by JobsOhio as the sole member of JOBS and is considered a blended component unit of JobsOhio (the "Entity"). JOBS, previously known as the Ohio Business Development Coalition ("OBDC"), was incorporated on June 3, 2004, as a nonprofit corporation under Chapter 1702, Revised Code, for the promotion of business and economic development in the State. On July 6, 2011, by action of its Board of Directors, the OBDC amended its Articles of Incorporation to transfer control of OBDC to JobsOhio. The Internal Revenue Service determined that JOBS qualifies as tax-exempt organizations under Section 501(c)(3) of the Internal Revenue Code for federal income tax purposes.

On February 1, 2013, JOBS effected a major change in its business model, acquiring an exclusive 25-year franchise for the sale of spirituous liquor in the State to fund economic development activities by JobsOhio, its sole member. See note 2(t), below, for information on this transaction.

The accounting policies and financial reporting practices of JobsOhio and JOBS conform to accounting principles generally accepted in the United States of America ("GAAP") as applicable to governmental units.

(b) Financial Statements

As a special-purpose primary reporting entity engaged only in business-type activities, JobsOhio presents financial statements required for enterprise funds. For such entities, the basic financial statements include the statements of net position; statements of revenues, expenses, and changes in net position; statements of cash flows; and notes to financial statements.

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Notes to Financial Statements

(Unaudited)

(In thousands)

(c) Measurement Focus and Basis of Accounting

JobsOhio reports its financial statements using the economic resources measurement focus (i.e., full accrual) and the accrual basis of accounting. Revenues are recorded when earned and expenses are recorded at the time liabilities are incurred, regardless of when the related cash flows take place.

(d) Use of Estimates

The preparation of financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported amount of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

(e) Cash and Cash Equivalents

Cash equivalents includes all demand deposits with commercial banks and money market accounts, as well as all short-term, highly liquid investments that are readily convertible to cash and all short-term debt securities purchased with an original maturity of three months or less. Cash equivalents include money market investment funds in overnight investments.

(f) Restricted Assets

In accordance with a Master Trust Indenture and related agreements associated with JOBS' bond issuance, separate restricted accounts are required to be established. Assets held in these accounts are restricted for specific uses, including debt service and other special reserve requirements.

(g) Investments

Investments are reported at fair value. Fair values for investments are determined by closing market prices at year-end as reported by the investment custodian. Accordingly, changes in fair value are included in net income in the period earned.

(h) Inventory

The Entity's inventory of spirituous liquor consists of inventory withdrawn from bailment for shipment to agency stores, inventory in transit in commercial carriers, and inventory in agency stores. Inventory is valued at the lower of cost or net realizable value with costs determined using the first-in, first-out method ("FIFO"). The costs of liquor product, warehouse services, transportation services, and transfer movements are reported as part of merchandise inventory and are charged to cost of goods sold as product is sold.

In the business model used by the Entity, spirituous liquor inventory is purchased at warehouses, transported by freight companies under contract to the Entity, and delivered to agency stores. Although the freight companies and the agency stores contractually assume the risk of loss, the ultimate risk of loss remains with

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(Unaudited)

(In thousands)

the Entity. Legal title to the inventory is held by the Entity to the point of sale by the agency stores, which collect sale proceeds as agents for the Entity and make daily remittances to the Entity. A commission for the sales is subsequently paid to the agency stores by the Entity.

In regard to a subset of agency stores known as “interim agency stores,” under the terms of the Franchise and Transfer Agreement (“Transfer Agreement”), at the point inventory is delivered to an interim agency store, title to such inventory transfers to the Ohio Division of Liquor Control on a cost-free basis. However, the economic substance of such transactions does not differ from that for regular agency stores. On the basis of the Entity’s contractual rights and the status of the interim agency stores as agents of the Entity, such inventory is considered an asset of the Entity, is reported as inventory on the Entity’s statements of net position, and upon sale the cost of such inventory is included in cost of goods sold. Inventory at interim agency stores as of December 31, 2019 and June 30, 2019 was \$16,967 and \$16,557, respectively.

(i) Loans

Loans are carried at the unpaid principal balance outstanding, less the allowance for estimated loan losses. They are included in current assets, except for maturities greater than twelve months after the statements of net position date, which are classified as long-term assets.

(j) Allowance for Loan Losses

The allowance for loan losses is established, as necessary, based on past experience and other factors which, in management’s judgment, deserve current recognition in estimating future loan losses. Management’s estimate considers such factors as the payment history of the loans, guarantees, historical loss experience, and overall economic conditions. Based on the review of the factors, an amount is calculated and a provision is made to reflect the estimated balance. While management uses available information to recognize losses, future adjustments to the allowance may be necessary based on changes in economic conditions. At December 31, 2019 and June 30, 2019, the amount of allowance for loan losses was \$2,840 and \$2,925, respectively, and is reported in the Entity’s statements of net position as part of “loans, net of loss allowance”.

(k) Receivables

Receivables are reported at the actual outstanding balance, less the allowance for uncollectable accounts. Interest is not accrued on overdue receivables.

(l) Allowance for Uncollectable Accounts

The allowance for uncollectable accounts is established, as necessary, based on past experience and other factors which, in management’s judgment, deserve current recognition in estimating future uncollectable accounts. Management’s estimate considers such factors as inventory reconciliation and historical experience. Based on the review of the factors, an amount is calculated and a provision is made to reflect the estimated balance. While management uses available information to recognize losses, future adjustments to

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(In thousands)

the allowance may be necessary. At December 31, 2019 and June 30, 2019, the amount of allowance for uncollectable accounts was \$50 and is reported in the Entity's statements of net position as part of "receivables, net of allowance for uncollectable accounts".

(m) Prepaid Expenses

Payments to vendors representing costs applicable to future accounting periods are recorded as prepaid expenses in the financial statements. The cost of prepaid expenses is recorded as expenses when consumed rather than when purchased.

(n) Amortization of Premiums

Bond premiums are recorded as an addition to bonds payable. Bond premiums are amortized using the effective-interest method over the term of the related bonds and are included as a component of interest expense.

(o) Intangible Assets

The intangible asset represents an exclusive franchise for the sale of spirituous liquor in the State. The liquor franchise is amortized on a straight-line basis over the 25-year term of the franchise. Amortization expense for the liquor franchise for the three and six months ended December 31, 2019 and 2018 was \$13,799 and \$27,598, respectively.

(p) Capital Assets

Capital assets, which include property and equipment, are reported in the financial statements. The Entity defines capital assets as assets with an expected useful life of one year or more from the time of acquisition and a cost of five thousand dollars or more. Such assets are recorded at historical cost.

Capital assets are depreciated using the straight-line method over the following estimated useful lives:

Software	3 – 5 years
Furniture and equipment	3 – 10 years
Leasehold improvements	Lesser of 10-year amortization period or lease term

(q) Net Position

Net position is displayed in three components as follows:

- Net investment in capital assets – represents capital assets, net of accumulated depreciation less the outstanding balances of bonds, notes, and other borrowings used to acquire, construct, or improve those assets.
- Restricted – consists of net position that is legally restricted externally by creditors, contributors, laws, or regulations or internally by enabling legislation.

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- Unrestricted – consists of net position that does not meet the definition of net investment in capital assets or restricted.

(r) Classification of Revenues and Expenses

Revenues and expenses are classified as operating or nonoperating and are recognized in the period received.

Under the Entity’s definition:

- “Operating revenues” includes all revenues resulting from transactions and activities, other than financing and investing activities, related to the distribution, merchandising, and sale of spirituous liquor in the State. Included are revenues for services performed in the distribution centers related to receiving and preparing product for distribution, loan application fees, and loan interest.
- “Operating expenses” includes all expenses resulting from transactions and activities, other than financing and investing activities, related to the distribution, merchandising, and sale of spirituous liquor in the State, as well as costs that support economic development activities.

All revenues and expenses not meeting these definitions are reported as nonoperating revenues and expenses.

The Entity has initiated loan and grant programs to private businesses in the State to support economic development. For the three and six months ended December 31, 2019 and 2018, the Entity issued grants for such purposes, reported in the Entity’s statements of revenues, expenses, and changes in net position as “economic development programs” expense.

As part of the loan program, the Entity charges applicants an application fee, which is used to offset the cost of having a loan agreement drafted by outside counsel. Total revenue from application fees received during the three and six months ended December 31, 2019 was \$12 and \$51, respectively. Total revenue from application fees received during the three and six months ended December 31, 2018 was \$36 and \$58, respectively. Revenue from application fees are included in the Entity’s statements of revenues, expenses, and changes in net position as “fees and other”.

(s) Risk Management/Insurance

The Entity is exposed to various risks of loss related to torts and general liability; theft of, damage to, and destruction of assets; errors and omissions; injuries to employees; and natural disasters. The Entity procures commercial insurance policies for commercial crime, management liability, directors’ and officers’ liability, employment practices, automobile liability, employers’ liability, general liability, crime, and property. No claims have been submitted against the Entity since its incorporation and no liabilities have been identified or recorded. It is the Entity’s policy that liabilities are to be reported when it is probable that a loss has occurred and the amount of the loss can be reasonably estimated. Since no

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claims have been submitted, settled claims have not exceeded commercial coverage.

(i) Liquor Franchise

On February 1, 2013, the Entity and the State, through the Ohio Department of Commerce and the Ohio Office of Budget and Management, entered into a Transfer Agreement. Under the terms of the Transfer Agreement, the Entity purchased from the State an exclusive franchise for the sale of spirituous liquor throughout the State. In return, the Entity transferred cash to the State and committed to Supplemental Payments (described below), to the State based upon sales of spirituous liquor by the Entity. Pursuant to the Transfer Agreement, the Entity will receive all gross revenue from the distribution, merchandising, and sale of spirituous liquor in the State.

The liquor franchise established by the Transfer Agreement terminates 25 years from February 1, 2013. During the term of the franchise, the Entity is responsible for operating the Liquor Business, while the State will, under contract with the Entity, perform merchandising as a contract service, and will retain all liquor regulatory functions.

“Supplemental Payments,” are payments to the State based upon a formula specified in the Transfer Agreement. Beginning with the fiscal year ended June 30, 2014, if “Liquor Business Profits,” as that term is defined in the Transfer Agreement, for a fiscal year exceed a threshold amount of Liquor Business Profits set for that fiscal year (Base Franchise Profits (\$316,693 for fiscal year ending June 30, 2020 and \$307,468 for fiscal year ending June 30, 2019), then the Entity is required to make a cash payment to the State equal to 75 percent of the amount by which Liquor Business Profits exceed Base Franchise Profits. Total Supplemental Payment expense for the three and six months ended December 31, 2019 was \$16,903 and \$32,817, respectively. Total Supplemental Payment expense for the three and six months ended December 31, 2018 was \$15,543 and \$27,993, respectively.

The Entity also contemporaneously contracted with the Ohio Department of Commerce for the continued operation and management of the Liquor Business under an Operations Services Agreement (“Services Agreement”). Under the Services Agreement, the Ohio Department of Commerce will provide ongoing operations, management, and administrative services related to the Liquor Business. Covered services include administrative support, tax support and reporting, information technology, agency operation and review, merchandise marketing and advertising, real property leasing, and management. Total service fees expense in the three and six months ended December 31, 2019 was \$4,885 and \$9,770, respectively. Total service fees expense in the three and six months ended December 31, 2018 was \$4,143 and \$8,286, respectively.

Contemporaneously with the execution of the Transfer Agreement and the Services Agreement, special obligation revenue bonds were issued by the Entity under the provisions of a Master Trust Indenture and first and second Supplemental Trust Indentures, dated February 1, 2013 (collectively referred to as the Indenture) between the Entity and Huntington National Bank (“Trustee”). The bonds and any additional

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obligations are paid solely from the Trust Estate, which consists primarily of the Liquor Business Profits, the Revenue Fund, the Tax Fund, the Debt Service Fund, and Supplemental Payment Reserve Fund, maintained by the Trustee. The bonds are special, limited obligations of the Entity, payable solely from assets held in the Trust Estate, and are not general obligations of the Entity or the State.

The Entity is required to maintain certain accounts with the Trustee as specified by the Indenture. The Entity grants, assigns, pledges, and transfers to the Trustee, for the benefit of the bondholders, all right, title, and interest in the Liquor Business Profits to provide for debt service of the bonds. Funds established by the Indenture are restricted for payments of tax related to the sale of liquor, operating expenses of the Liquor Business, debt service, and Supplemental Payments to the State.

(u) Use of Restricted and Unrestricted Resources

In the event that the Entity is to fund outlays for a particular purpose from both restricted and unrestricted resources, in order to calculate the amounts to report as restricted and unrestricted net position in the financial statements, a flow assumption must be made about the order in which the resources are considered to be applied. It is the Entity's policy to consider restricted net position to have been depleted before unrestricted net position is applied.

(v) Compensated Absences

The Entity provides no paid time off to part-time employees. Full-time employees (nonexecutive) are granted paid time off in annual amounts which increase with the individual employees' years of service on the basis of the following schedule:

<u>Years of Service</u>	<u>Annual Paid Time Off</u>
0 - 2	3 weeks
3 - 6	4 weeks
7+	5 weeks

Paid time off is not contingent upon services already rendered and no payment is made for unused paid time off at termination or retirement.

(w) New Accounting Pronouncements

GASB Statement No. 87, *Leases*, addresses improving accounting and financial reporting for leases. The definition of a lease is a contract that conveys control of the right to use another entity's nonfinancial asset (the underlying asset) as specified in the contract for a period of time in an exchange or exchange-like transaction. This Statement provides guidance for lease accounting based on the foundational principle that leases are financings of the right to use an underlying asset. The requirements of this Statement are effective for financial statements for fiscal years beginning after December 15, 2019. The Entity is assessing the impact of GASB Statement No. 87 to its financial statements and will implement in the timeline required by GASB.

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(x) Subsequent Events

On February 5, 2020, the Entity issued special obligation revenue bonds to advance refund the 2038 maturity of the Series 2013A Bonds and finance certain costs of the refunding transaction. The Series 2020A Bonds were issued in the amount of \$371,025. The obligations were issued as bonds with approximately level debt service, including both principal and interest, maturing each year with maturities that range from one to 18 years. The reasoning for refinancing was to reduce the interest rate on the debt from 5% for the Series 2013A Bonds to 1.7% – 2.8% for the Series 2020A Bonds.

(3) Detailed Notes on Activities and Funds

(a) Assets

1. Cash Deposits and Investments with Financial Institutions

At December 31, 2019, the carrying amount of the Entity's deposits was \$115,231, and the respective bank balance was \$88,684. At June 30, 2019, the carrying amount of the Entity's deposits was \$123,516, and the respective bank balance was \$102,258. The difference in the carrying amount and the bank balances as of these dates are attributed to cash with fiscal agents and outstanding checks. See note 3(a)2 below.

The Entity is not subject to statutory restrictions on deposits or investments on certain accounts. All deposit and investment activity is governed by a policy adopted by the Entity's Board of Directors. Cash deposits consist of amounts held in demand accounts.

Custodial Credit Risk - Custodial credit risk is the risk that, in the event of a bank failure, the Entity's deposits may not be returned. The Entity's investment policy adopted by the Board of Directors provided that the Entity minimizes credit risk as to cash deposits by prequalifying financial institutions with which the Entity will do business. Of the total bank balance at December 31, 2019 and June 30, 2019, \$30,698 and \$26,277, respectively, was insured through the Federal Deposit Insurance Corporation (FDIC), including up to \$30,198 and \$25,777, respectively, deposited into money market accounts through a brokered deposit program permitting the Entity to obtain full FDIC coverage on the principal deposit amount. The remaining \$57,986 and \$75,981, respectively, was uninsured and exposed to custodial credit risk.

The Entity has a checking account that is linked to an overnight sweep account, under which total uninvested cash is automatically transferred (or swept) from the primary cash accounts into a money market mutual fund that invests primarily in short-term, high-quality, fixed-income, domestic-sourced securities issued by banks, corporations, and the U.S. government, rated in the highest short-term category or of comparable quality. The money market mutual fund was rated Aaa-mf by Moody's. The

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amount invested in the money market mutual fund was \$173,460 and \$181,408 at December 31, 2019 and June 30, 2019, respectively.

Certain Investments Classified as Cash Equivalents

Pursuant to the terms of the Indenture, the Transfer Agreement, and the Services Agreement, the Entity is required to comply with various covenants and requirements. All financial covenants associated with the agreements executed in connection with the franchise transaction have been fully complied with as of December 31, 2019 and June 30, 2019.

The Entity is required to maintain certain accounts with the Trustee as specified by the Indenture. The Entity grants, assigns, pledges, and transfers to the Trustee, for the benefit of the bondholders, all right, title, and interest in the Liquor Business Profits to provide for debt service of the bonds. Funds maintained in certain accounts are restricted for State tax payments, operating expenses of the Liquor Business, debt service, and Supplemental Payments. The following funds have been established by the Indenture:

Fund	Fund custody	December 31, 2019	
		Unrestricted	Restricted
Revenue fund	Trustee	\$ 19,012	\$ 46,135
Operations fund	Entity	-	8,912
Debt service fund	Trustee	-	74,820
General purpose fund	Entity	746	-
Supplemental Payment reserve fund	Trustee	-	33,493
	Total funds required by indenture	19,758	163,360
Cash		78,635	-
Cash held at fiscal agents		26,935	-
Other		3	-
	Total cash and cash equivalents	<u>\$ 125,331</u>	<u>\$ 163,360</u>

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		June 30, 2019	
Fund	Fund custody	Unrestricted	Restricted
Revenue fund	Trustee	\$ 42,076	\$ 29,059
Operations fund	Entity	-	24,733
Debt service fund	Trustee	-	56,023
General purpose fund	Entity	12,233	-
Supplemental Payment reserve fund	Trustee	-	54,250
Total funds required by indenture		54,309	164,065
Cash		65,186	-
Cash held at fiscal agents		21,179	-
Other		3	-
Total cash and cash equivalents		\$ 140,677	\$ 164,065

2. Cash with Fiscal Agents

As indicated in note 2(h) above, agency stores under contract with the Entity collect sale proceeds as agents for the Entity and are contractually required to segregate such proceeds and to remit them to the Entity on a daily basis. The agency stores are responsible for any risk of loss while in their possession and such amounts are typically swept into the Entity's bank accounts within two to three business days. The balance of these sale proceeds under such contractual arrangements as of December 31, 2019 and June 30, 2019 was \$26,935 and \$21,179, respectively. Custodial credit risk as to these amounts was addressed by surety bond coverage required under the contracts between the Entity and each agent.

3. Investments

The Entity is not subject to statutory restrictions on investments. The Entity's formal investment policy, as adopted by the Board, is the basis for all investment activity. Authorized investments under the Board policy include sweep accounts, United States Treasury Securities and Agency Securities, repurchase agreements, certifications of deposit, bankers' acceptances, commercial paper, public corporate fixed income securities, and money market funds. The weighted average maturity of the portfolio should not exceed four years.

On February 6, 2015, the Entity entered into an agreement for an Investment Management Account with Huntington National Bank. As of December 31, 2019, the Entity had the following investments and maturities held in trust pursuant to the terms of that agreement, as well as the Huntington Asset Management Agreement dated January 13, 2014:

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	<u>Fair value</u>	<u>Investment maturity</u>		
		<u>1 year or less</u>	<u>Between 1 and 2 years</u>	<u>Between 2 and 4 years</u>
US Treasury	\$ 353,538	\$ 142,979	\$ 97,448	\$ 113,111
FHLB Notes	94,703	18,994	26,656	49,053
FFCB Notes	95,968	24,965	34,757	36,246
FHLMC Notes	36,836	10,580	5,087	21,169
FNMA Notes	9,766	6,716	3,050	-
Corporates	173,493	37,649	44,990	90,854
Total	<u>\$ 764,304</u>	<u>\$ 241,883</u>	<u>\$ 211,988</u>	<u>\$ 310,433</u>

As of June 30, 2019, the Entity had the following investments and maturities held in trust pursuant to the terms of the Huntington Investment Management Account Agreement dated February 6, 2015, as well as the Huntington Asset Management Agreement dated January 13, 2014:

	<u>Fair value</u>	<u>Investment maturity</u>		
		<u>1 year or less</u>	<u>Between 1 and 2 years</u>	<u>Between 2 and 4 years</u>
US Treasury	\$ 333,430	\$ 69,858	\$ 156,663	\$ 106,909
FHLB Notes	105,727	18,991	40,886	45,850
FFCB Notes	84,600	23,829	25,362	35,409
FHLMC Notes	30,739	4,038	11,591	15,110
FNMA Notes	9,748	1,694	8,054	-
Corporates	149,640	23,684	50,212	75,744
Total	<u>\$ 713,884</u>	<u>\$ 142,094</u>	<u>\$ 292,768</u>	<u>\$ 279,022</u>

The Entity categorizes its fair value measurements within the fair value hierarchy established by generally accepted accounting principles. The hierarchy is based on valuation inputs used to measure fair value of the assets. Level 1 inputs are quoted prices in an active market for identical assets, Level 2 inputs are significant other observable inputs, and Level 3 inputs are significant unobservable inputs. The Entity does not value any of its investments using Level 3 inputs.

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The following is a summary of the fair value hierarchy of the fair value of investments as of December 31, 2019 and June 30, 2019:

		Fair Value Measurements Using			Fair Value Measurements Using	
		Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)		Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)
	December 31, 2019			June 30, 2019		
US Treasury	\$ 353,538	\$ 353,538	\$ -	\$ 333,430	\$ 333,430	\$ -
FHLB Notes	94,703	-	94,703	105,727	-	105,727
FFCB Notes	95,968	-	95,968	84,600	-	84,600
FHLMC Notes	36,836	-	36,836	30,739	-	30,739
FNMA Notes	9,766	-	9,766	9,748	-	9,748
Corporates	173,493	-	173,493	149,640	-	149,640
Total	\$ 764,304	\$ 353,538	\$ 410,766	\$ 713,884	\$ 333,430	\$ 380,454

Investments classified in Level 1 of the fair value hierarchy, valued at \$353,538 and \$333,430 as of December 31, 2019 and June 30, 2019, respectively, are valued using quoted prices in active markets.

Investments classified in Level 2 of the fair value hierarchy are valued using matrix pricing techniques maintained by various pricing vendors. Matrix pricing is used to value securities based on the securities' relationship to benchmark quoted prices. Fair value is defined as the quoted market value on the last trading day of the period. These prices are obtained from various pricing sources by Huntington National Bank.

Liquidity and Interest Rate Risk – As a means of limiting exposure to fair value losses arising from rising interest rates, the Entity's investment policy generally requires that the investment portfolio remain sufficiently liquid to meet all operating and economic development programmatic needs.

Credit Risk – To minimize credit risk, the Entity prequalifies the financial institutions, broker/dealers, intermediaries, and advisors with whom the Entity will do business. In addition, the investment portfolio is diversified to minimize risk of loss. The Entity's investments were rated as follows by Standard & Poor's or Moody's Investor Services as of December 31, 2019:

	Fair Value	AAA	AA+	AA	AA-	A+	A	A-
FHLB Notes	\$ 94,703	\$ -	\$ 94,703	\$ -	\$ -	\$ -	\$ -	\$ -
FFCB Notes	95,968	-	95,968	-	-	-	-	-
FHLMC Notes	36,836	-	36,836	-	-	-	-	-
FNMA Notes	9,766	-	9,766	-	-	-	-	-
Corporates	173,493	2,010	5,097	12,175	15,960	27,370	73,919	36,962
Total	\$ 410,766	\$ 2,010	\$ 242,370	\$ 12,175	\$ 15,960	\$ 27,370	\$ 73,919	\$ 36,962

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The Entity's investments were rated as follows by Standard & Poor's or Moody's Investor Services as of June 30, 2019:

	<u>Fair Value</u>	<u>AAA</u>	<u>AA+</u>	<u>AA</u>	<u>AA-</u>	<u>A+</u>	<u>A</u>	<u>A-</u>
FHLB Notes	\$ 105,727	\$ -	\$ 105,727	\$ -	\$ -	\$ -	\$ -	\$ -
FFCB Notes	84,600	-	84,600	-	-	-	-	-
FHLMC Notes	30,739	-	30,739	-	-	-	-	-
FNMA Notes	9,748	-	9,748	-	-	-	-	-
Corporates	149,640	2,006	5,078	14,143	16,228	28,266	63,406	20,513
Total	<u>\$ 380,454</u>	<u>\$ 2,006</u>	<u>\$ 235,892</u>	<u>\$ 14,143</u>	<u>\$ 16,228</u>	<u>\$ 28,266</u>	<u>\$ 63,406</u>	<u>\$ 20,513</u>

Concentration of Credit Risk – To limit exposure to the risk of loss due to the magnitude of the Entity's investments in a single issuer, no more than five percent of the total market value of the Entity's portfolio may be invested in bankers' acceptances issued by any one commercial bank and no more than five percent of the total market value of the portfolio may be invested in commercial paper of any one issuer. Investments are to be diversified in accordance with allocations determined by the Board of Directors, after consultation with the Board's Investment Committee.

Custodial Credit Risk – For an investment, this is the risk that, in the event of the failure of the counterparty, the Entity will not be able to recover the value of its investments that are in the possession of an outside party. The Entity's investments of \$764,304 and \$713,884 as of December 31, 2019 and June 30, 2019, respectively, are uninsured and held in the name of its investment manager.

Investment activity for the six months ended December 31, 2019 is summarized as follows:

	<u>Balance, July 1, 2019</u>	<u>Purchases</u>	<u>Maturities</u>	<u>Accrued income</u>	<u>Balance, December 31, 2019</u>
US Treasury	\$ 333,430	\$ 56,987	\$ (37,490)	\$ 611	\$ 353,538
FHLB	105,727	8,146	(19,000)	(170)	94,703
FFCB	84,600	16,085	(5,000)	283	95,968
FHLMC	30,739	6,000	-	97	36,836
FNMA	9,748	-	-	18	9,766
Corporates	149,640	30,496	(7,048)	405	173,493
Total	<u>\$ 713,884</u>	<u>\$ 117,714</u>	<u>\$ (68,538)</u>	<u>\$ 1,244</u>	<u>\$ 764,304</u>

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Investment activity for the fiscal year ended June 30, 2019 is summarized as follows:

	<u>Balance, July 1, 2018</u>	<u>Purchases</u>	<u>Maturities</u>	<u>Accrued income</u>	<u>Balance, June 30, 2019</u>
US Treasury	\$ 219,678	\$ 142,170	\$ (33,991)	\$ 5,573	\$ 333,430
FHLB	49,394	60,143	(5,000)	1,190	105,727
FFCB	53,370	34,853	(5,000)	1,377	84,600
FHLMC	15,371	15,000	-	368	30,739
FNMA	29,597	-	(20,000)	151	9,748
Corporates	93,272	78,104	(23,860)	2,124	149,640
Total	<u>\$ 460,682</u>	<u>\$ 330,270</u>	<u>\$ (87,851)</u>	<u>\$ 10,783</u>	<u>\$ 713,884</u>

Interest income accrues on U.S. government and agency bonds over the bond term. Interest income is redeemed upon bond maturity. Income realized from maturities during the three and six months ended December 31, 2019 totaled \$44 and \$199, respectively. Income (loss) realized from maturities during the three and six months ended December 31, 2018 totaled \$8 and (\$41), respectively. Interest on public corporate fixed income securities accrues over the term of the holding and is redeemed at various times until maturity. Accrued income of \$1,244 and \$10,783 as of December 31, 2019 and June 30, 2019, respectively, represents unrealized bond interest earned, but not redeemed. Accrued income increases bond value, which is reported at fair value in the financial statements.

4. Capital Assets

Capital assets activity for the six months ended December 31, 2019 is as follows:

	<u>Balance, July 1, 2019</u>	<u>Additions</u>	<u>Reductions</u>	<u>Balance, December 31, 2019</u>
Furniture and equipment	\$ 808	\$ 15	\$ -	\$ 823
Leasehold improvements	2,613	186	-	2,799
Software	1,521	22	-	1,543
Total capital assets being depreciated	<u>4,942</u>	<u>223</u>	<u>-</u>	<u>5,165</u>
Less: accumulated depreciation				
Furniture and equipment	(542)	(48)	-	(590)
Leasehold improvements	(925)	(214)	-	(1,139)
Software	(1,433)	(46)	-	(1,479)
Total accumulated depreciation	<u>(2,900)</u>	<u>(308)</u>	<u>-</u>	<u>(3,208)</u>
Total capital assets being depreciated, net	<u>\$ 2,042</u>	<u>\$ (85)</u>	<u>\$ -</u>	<u>\$ 1,957</u>

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Capital assets activity for the fiscal year ended June 30, 2019 is as follows:

	<u>Balance,</u> <u>July 1, 2018</u>	<u>Additions</u>	<u>Reductions</u>	<u>Balance,</u> <u>June 30, 2019</u>
Furniture and equipment	\$ 656	\$ 166	\$ (14)	\$ 808
Leasehold improvements	2,436	213	(36)	2,613
Software	1,521	-	-	1,521
Total capital assets being depreciated	<u>4,613</u>	<u>379</u>	<u>(50)</u>	<u>4,942</u>
Less: accumulated depreciation				
Furniture and equipment	(479)	(63)	-	(542)
Leasehold improvements	(569)	(356)	-	(925)
Software	(1,332)	(101)	-	(1,433)
Total accumulated depreciation	<u>(2,380)</u>	<u>(520)</u>	<u>-</u>	<u>(2,900)</u>
Total capital assets being depreciated, net	<u>\$ 2,233</u>	<u>\$ (141)</u>	<u>\$ (50)</u>	<u>\$ 2,042</u>

5. Loans Receivable

The Entity's economic development initiatives include loans to companies that have limited access to capital and funding from conventional private sources of funding. In order to obtain a disbursement, the borrower submits to the Entity a draw request that identifies the applicable costs that have been incurred. The Entity recognizes the receivable at time of disbursement to the borrower.

Loans receivable balance of \$89,751 as of December 31, 2019 relates to disbursements to 46 companies, and is net of loss allowance of \$2,840. Loans receivable balance of \$92,134 as of June 30, 2019 relates to disbursements to 45 companies and is net of loss allowance of \$2,925. The current portion of the loans receivable balance of \$8,096 and \$7,547 as of December 31, 2019 and June 30, 2019, respectively, represent principal payments due within the following twelve months. The terms of the loans outstanding at December 31, 2019 and June 30, 2019 provide for disbursements of up to \$127,045 and \$128,595, respectively. The outstanding balance of the commitments as of December 31, 2019 and June 30, 2019 were \$16,291 and \$21,383, respectively.

The Entity's loans are held at amortized cost less a valuation allowance. A loan is impaired when, based on current information and events, it is probable that the Entity will be unable to collect all amounts due according to the contractual terms of the loan agreement. If determined that a loan requires a valuation allowance, a provision for loss is established equal to the difference between the carrying value and either the fair value of the collateral less costs to sell or the present value of expected future cash flows discounted at the loan's effective interest rate. The amount of valuation allowance was

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\$2,840 and \$2,925, respectively, as of December 31, 2019 and June 30, 2019.

6. Accounts Receivable Balances

Accounts receivable comprise amounts due from liquor agency stores and liquor vendors. These amounts due are attributable to inventory adjustments from audits, store manager adjustments, distribution center services, and other miscellaneous claims. Accounts receivable also includes interest receivable on investments and loans. Accounts receivable balance of \$3,823 and \$4,817 as of December 31, 2019 and June 30, 2019 is net of allowance for uncollectable accounts of \$50.

7. Prepaid Expenses

Certain payments to vendors reflect costs applicable to future accounting periods and are recorded as prepaid expenses in the basic financial statements. This includes \$782 and \$1,861 of service fees to the Ohio Department of Commerce as of December 31, 2019 and June 30, 2019, respectively, as well as \$333 and \$331 as of December 31, 2019 and June 30, 2019, respectively, for prepaid rent payments on two separate operating lease agreements. See note 3(b)5 below.

8. Intangible Asset – Liquor Franchise

As a result of the purchase of the franchise for the sale of spirituous liquor, the Entity recorded an intangible asset of \$1,379,924, reflecting the net franchise fee paid to the State, net of certain tangible assets received in the transfer pursuant to the Transfer Agreement.

The intangible asset – liquor franchise, is amortized over its useful life that coincides with the related contractual rights of the Transfer Agreement of 25 years. Amortization expense was \$13,799 and \$27,598 for the three and six months ended December 31, 2019 and 2018. No impairment of the intangible asset existed as of December 31, 2019 and June 30, 2019.

Intangible asset – liquor franchise activity for the six months ended December 31, 2019 is as follows:

	Balance, July 1, 2019	Additions	Reductions	Balance, December 31, 2019
Liquor franchise	\$ 1,379,924	\$ -	\$ -	\$ 1,379,924
Less: Accumulated amortization	(354,181)	(27,598)		(381,779)
Liquor franchise, net of amortization	\$ 1,025,743	\$ (27,598)	\$ -	\$ 998,145

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(In thousands)

Intangible asset – liquor franchise activity for the fiscal year ended June 30, 2019 is as follows:

	<u>Balance, July 1, 2018</u>	<u>Additions</u>	<u>Reductions</u>	<u>Balance, June 30, 2019</u>
Liquor franchise	\$ 1,379,924	\$ -	\$ -	\$ 1,379,924
Less: Accumulated amortization	(298,984)	(55,197)	-	(354,181)
Liquor franchise, net of amortization	<u>\$ 1,080,940</u>	<u>\$ (55,197)</u>	<u>\$ -</u>	<u>\$ 1,025,743</u>

(b) Liabilities

1. Accrued Liabilities

Accrued liabilities reported at December 31, 2019 and June 30, 2019 are as follows:

	<u>December 31, 2019</u>	<u>June 30, 2019</u>
Economic development programs	\$ 131,625	\$ 87,871
Liquor purchases	6,797	18,339
Agency commissions	7,675	2,900
Taxes	14,235	10,599
Supplemental Payment	32,817	56,495
Economic development purchased services	1,139	710
Professional services	611	1,019
Payroll	344	226
Legal services	62	106
Liquor operations	275	215
Paid time off	144	207
Deferred rent	775	794
Employee benefits	4	49
Other	503	489
	<u>\$ 197,006</u>	<u>\$ 180,019</u>

2. Economic Development Programs – Grants

The Entity operates five grant programs to encourage economic development within the State. These comprise:

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- Economic Development Grants – The Economic Development grant program focuses on fixed asset and infrastructure investment.
- Workforce Grants – The Workforce grant program focuses on training costs associated with new or incumbent employees.
- Revitalization Grants – The Revitalization grant program is designed to support the acceleration of redeveloping sites in Ohio, with the primary focus on projects where the cost of redevelopment and remediation is more than the value of the land in question.
- Revitalization Phase II Assessment Grants – The Revitalization Phase II Assessment grant program is designed to assist in the review of potential environmental risks on a project site where redevelopment for job creation or retention is likely to occur.
- Research and Development Grants – The Research and Development grant program provides opportunity to collaborate and partner on new discoveries that can further companies’ competitive advantage and impact their respective industries.

As of December 31, 2019, the Entity had executed 949 grants, including 386 economic development grants, 314 workforce grants, 234 revitalization grants, and 15 research and development grants with a total committed amount of \$472,631. As of December 31, 2019, the Entity had \$149,891 in committed, but unpaid grants. As of June 30, 2019, the Entity had executed 862 grants, including 345 economic development grants, 291 workforce grants, 212 revitalization grants and 14 research and development grants with a total committed amount of \$423,309. As of June 30, 2019, the Entity had \$183,856 in committed, but unpaid grants. The grants are funded on a reimbursement basis where the grantee must provide documentation illustrating where applicable costs have been incurred.

In accordance with generally accepted accounting principles, the Entity recognizes grant expense and the related liability for allowable costs where the transaction is reasonably estimable in amount and probable of distribution. This process includes the use of estimates in the absence of information as to costs incurred, but unclaimed by the grantee. The Entity has developed a methodology to produce an estimate of the liability as of the financial statement date, based upon the anticipated progress of the related project. The corresponding result is recorded as accrued economic development programs and is included in accrued liabilities in the statements of net position. The accrued economic development programs were \$131,625 and \$87,871 as of December 31, 2019 and June 30, 2019, respectively.

3. 401(k) Savings Plan

The Entity operates a defined contribution pension plan titled JobsOhio 401(k) Plan (herein referred to as the “Plan”) created in accordance with Internal Revenue Code Section 401(k). The Plan, available to all qualified employees of the Entity, permits employees to defer a percentage of their salary up to

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the maximum percentage allowed by the Internal Revenue Service. The Entity matches 100 percent of the first three percent of the employee contribution, plus 50 percent of the employee contribution over three percent but not greater than five percent, bringing the maximum match percentage to four percent. Employees are fully vested in the Plan at the time contributions begin and there are no forfeitures. Participants must be over 21 years of age and have completed three consecutive months of service.

The Entity is the plan administrator of the Plan and the Plan trustee is Frontier Trust Company. The Entity may amend the Plan to add new features or to change or eliminate various provisions, but may not take away or reduce protected benefits under the Plan. Participants direct the allocation of their deferral based on several investment options. The assets of the Plan are not included in the Entity's financial statements and cannot be used for purposes other than the exclusive benefit of the participants or their beneficiaries or to pay the reasonable expenses of plan administration.

The Plan was implemented in February 2014. For the three and six months ended December 31, 2019, the total 401(k) match expense was \$96 and \$178, respectively, on total employee contributions of \$233 and \$421, respectively. For the three and six months ended December 31, 2018, the total 401(k) match expense was \$82 and \$153, respectively, on total employee contributions of \$220 and \$404, respectively. As of December 31, 2019, and June 30, 2019, accrued employee 401(k) deferrals and accrued employer match was \$0 and \$45, respectively, and are included in the statements of net position as accrued liabilities.

4. Commitments and Contingencies – Litigation

The Entity has filed two lawsuits against two companies that have received grant funds without maintaining the job commitment related to receiving those funds. Resolution of the litigation is pending.

5. Lease Obligations

The Entity has an agreement for an office facilities lease and pays monthly rent. Rent expense was \$151 and \$304, respectively, for the three and six months ended December 31, 2019. Rent expense was \$152 and \$304, respectively, for the three and six months ended December 31, 2018.

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Minimum future lease payments as of December 31, 2019 under this operating lease are as follows:

Year ending June 30:	
2020	\$ 187
2021	379
2022	387
2023	396
2024 - 2027	<u>1,521</u>
Total	<u><u>\$ 2,870</u></u>

In fiscal years 2019 and 2015, the Entity entered into lease agreements for office equipment, which are classified as capital leases. The leased equipment is amortized on a straight-line basis over 5 years. Total accumulated amortization related to the leased equipment is \$53 and \$37 at December 31, 2019 and June 30, 2019, respectively. Property on capital lease as of December 31, 2019 is as follows:

Office equipment	\$ 150
Less: accumulated amortization	<u>(53)</u>
Total	<u><u>\$ 97</u></u>

Property on capital lease as of June 30, 2019 is as follows:

Office equipment	\$ 150
Less: accumulated amortization	<u>(37)</u>
Total	<u><u>\$ 113</u></u>

The interest rate related to the 2019 lease obligation is 0% and the maturity date is August 2024. Minimum future lease payments as of September 30, 2019 under this capital lease are as follows:

Year ending June 30:	
2020	\$ 13
2021	21
2022	21
2023	21
2024 - 2025	<u>24</u>
Total	<u><u>\$ 100</u></u>

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In the fiscal year ended June 30, 2017, the Entity entered into two separate lease agreements for the use of distribution center facilities in Green, Ohio and Groveport, Ohio. Rent expense on the two facilities was \$732 and \$1,457, respectively, for the three and six months ended December 31, 2019. Rent expense on the two facilities was \$715 and \$1,436, respectively, for the three and six months ended December 31, 2018.

The lease agreement for the distribution center in Green, Ohio has a term of seven years with a commencement date of April 1, 2017.

Minimum future lease payments as of December 31, 2019 under this operating lease are as follows:

Year ending June 30:	
2020	\$ 709
2021	1,473
2022	1,491
2023	1,491
2024	<u>1,118</u>
Total	<u>\$ 6,282</u>

The lease agreement for the distribution center in Groveport, Ohio has a term of 63 full months with a commencement date of April 3, 2017.

Minimum future lease payments as of December 31, 2019 under this operating lease are as follows:

Year ending June 30:	
2020	\$ 454
2021	928
2022	953
2023	<u>79</u>
Total	<u>\$ 2,414</u>

6. Long-Term Liabilities

Special obligation revenue bonds were issued on February 1, 2013, by the Entity to finance payment of consideration in connection with the purchase of a franchise to operate the Liquor Business including the transfer of certain Liquor Business assets and bond transaction costs. The obligations were issued as bonds with (approximately) level debt service (principal and interest) maturing each year with

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(In thousands)

maturities that range from one to 25 years. JobsOhio Beverage System Statewide Senior Lien Liquor Profits Tax-Exempt Revenue Bonds, Series 2013A and JobsOhio Beverage System Statewide Senior Lien Liquor Profits Taxable Revenue Bonds, 2013B outstanding at December 31, 2019 and June 30, 2019 are as follows:

Special obligation bonds	Original issue date	Outstanding as of December 31, 2019 and June 30, 2019	Interest rates to maturity	Final maturity
Series 2013A	Feb. 2013	\$ 379,790	4.0% - 5.0%	2038
Series 2013B	Feb. 2013	\$ 909,765	2.5% - 4.5%	2035

The bonds have maturities that started in 2015 and continue through 2038. Maturities due within one year at December 31, 2019 and June 30, 2019 are \$46,720. The bond series are subject to mandatory sinking fund redemption starting in 2024 and each year thereafter to maturity. The bonds will be repaid from Liquor Business Profits. All proceeds from the Liquor Business are pledged to the Trustee to pay obligations under the Indenture. The Indenture imposes certain restrictions and requirements whereby all Liquor Business revenues are required to be deposited in a trust fund held by the Trustee to settle obligations under the Indenture, including amounts sufficient to cover annual debt service for each fiscal year on account for all outstanding revenue bonds.

Liquor Business Profits must meet the minimum debt service coverage ratio of 135 percent for each fiscal year pursuant to the Transfer Agreement. Certain amounts are released from the lien of the Indenture and certain other amounts are held in funds pursuant to the terms of the Indenture for which amounts will not be pledged for the benefit of the owners of the bonds. These funds include the Tax Fund, the Operations Fund, and the General Purpose Fund. The bonds are not general obligations of the Entity or the State, and neither the faith nor credit are pledged as security for payment of the bonds.

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Debt service requirements related to the bonds as of December 31, 2019 are as follows:

	<u>Principal</u>	<u>Interest</u>	<u>Total</u>
Year ending June 30:			
2020	\$ 46,720	\$ 27,947	\$ 74,667
2021	48,890	54,011	102,901
2022	50,395	52,496	102,891
2023	52,035	50,846	102,881
2024	53,785	49,090	102,875
2025 – 2029	302,660	211,549	514,209
2030 – 2034	371,675	142,225	513,900
2035 – 2038	363,395	46,394	409,789
Total	<u>1,289,555</u>	<u>\$ 634,558</u>	<u>\$ 1,924,113</u>
Unamortized premium	40,280		
Less current portion	<u>(46,720)</u>		
Total debt, long-term portion	<u>\$ 1,283,115</u>		

Debt service activity for the six months ended December 31, 2019 is as follows:

	<u>Balance, July 1, 2019</u>	<u>Additions</u>	<u>Reductions</u>	<u>Balance, December 31, 2019</u>	<u>Current portion</u>
Bond principal	\$ 1,289,555	\$ -	\$ -	\$ 1,289,555	\$ 46,720
Bond premium	59,663	-	-	59,663	-
Less: Accumulated amortization	<u>(18,027)</u>	<u>(1,356)</u>	<u>-</u>	<u>(19,383)</u>	<u>-</u>
Total debt	<u>\$ 1,331,191</u>	<u>\$ (1,356)</u>	<u>\$ -</u>	<u>\$ 1,329,835</u>	<u>\$ 46,720</u>

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Debt service activity for the fiscal year ended June 30, 2019 is as follows:

	<u>Balance,</u> <u>July 1, 2018</u>	<u>Additions</u>	<u>Reductions</u>	<u>Balance,</u> <u>June 30, 2019</u>	<u>Current</u> <u>portion</u>
Bond principal	\$ 1,335,400	\$ -	\$ (45,845)	\$ 1,289,555	\$ 46,720
Bond premium	59,663	-	-	59,663	-
Less: Accumulated amortization	<u>(15,297)</u>	<u>(2,730)</u>	<u>-</u>	<u>(18,027)</u>	<u>-</u>
Total debt	<u>\$ 1,379,766</u>	<u>\$ (2,730)</u>	<u>\$ (45,845)</u>	<u>\$ 1,331,191</u>	<u>\$ 46,720</u>

Bonds are subject to redemption prior to their stated maturity dates at the option of the Entity, in whole or in part on any date on or after January 1, 2023 at a redemption price equal to the principal amount of bonds to be redeemed plus accrued interest. For Series 2013B Bonds, the redemption price is the greater of (1) the principal amount or (2) the sum of the present value of the remaining scheduled payments of principal and interest to the maturity date plus accrued interest. Series 2013A Bonds maturing in 2038 are subject to mandatory sinking fund redemption on January 1, 2035 and each year thereafter to maturity. Series 2013B Bonds maturing in 2029 and 2035 are subject to mandatory sinking fund redemption on January 1, 2024 and 2030, respectively, and each year thereafter to maturity. Redemptions are from moneys in the Debt Service Fund established under the Indenture, at a redemption price equal to 100 percent of the principal amount to be redeemed plus accrued interest.

Pursuant to the terms of the Indenture, the Transfer Agreement, and the Services Agreement, the Entity is required to comply with various covenants and requirements. All financial covenants associated with the agreements executed in connection with the franchise transactions have been fully complied with as of December 31, 2019 and June 30, 2019.

(c) Revenues

Liquor sales revenues are reported net of wholesale discounts and sales taxes. For the three and six months ended December 31, 2019, operating revenues were reported net of discounts of \$5,684 and \$11,358, respectively, and sales tax of \$22,467 and \$41,850, respectively. For the three and six months ended December 31, 2018, operating revenues were reported net of discounts of \$5,454 and \$10,865, respectively, and sales tax of \$20,842 and \$38,650, respectively.

Distribution center revenues are for services performed in the distribution centers related to receiving and preparing product for distribution.

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Combining Schedule of Net Position

(Unaudited)

(In thousands)

(d) Combining Information

	December 31, 2019				June 30, 2019			
	Component Unit			Eliminating Entries	Combined Balance	Component Unit		
	JobsOhio	JobsOhio Beverage System	-			JobsOhio	JobsOhio Beverage System	-
Assets:								
Current assets:								
Cash and cash equivalents - unrestricted	\$ 78,635	\$ 46,696	\$ -	\$ 125,331	\$ 65,186	\$ 75,491	\$ -	\$ 140,677
Cash and cash equivalents - restricted	-	163,360	-	163,360	-	164,065	-	164,065
Investments	764,304	-	-	764,304	713,884	-	-	713,884
Inventory	-	87,066	-	87,066	-	84,670	-	84,670
Loans	8,096	-	-	8,096	7,547	-	-	7,547
Receivables, net of allowance for uncollectable accounts	2,257	1,566	-	3,823	2,894	1,923	-	4,817
Prepaid expenses	1,347	1,277	-	2,624	940	2,569	-	3,509
Due from JOBS	919	-	(919)	-	14	-	(14)	-
Total current assets	<u>855,558</u>	<u>299,965</u>	<u>(919)</u>	<u>1,154,604</u>	<u>790,465</u>	<u>328,718</u>	<u>(14)</u>	<u>1,119,169</u>
Long-term assets:								
Intangible asset - liquor franchise, net of amortization	-	998,145	-	998,145	-	1,025,743	-	1,025,743
Capital assets, net of accumulated depreciation	799	1,158	-	1,957	917	1,125	-	2,042
Loans, net of loss allowance	81,655	-	-	81,655	84,587	-	-	84,587
Total long-term assets	<u>82,454</u>	<u>999,303</u>	<u>-</u>	<u>1,081,757</u>	<u>85,504</u>	<u>1,026,868</u>	<u>-</u>	<u>1,112,372</u>
Total assets	<u>938,012</u>	<u>1,299,268</u>	<u>(919)</u>	<u>2,236,361</u>	<u>875,969</u>	<u>1,355,586</u>	<u>(14)</u>	<u>2,231,541</u>
Liabilities:								
Current liabilities:								
Accounts payable	2,209	24,222	-	26,431	2,134	18,557	-	20,691
Accrued liabilities	134,285	62,721	-	197,006	90,547	89,472	-	180,019
Special obligation bonds payable - current portion	-	46,720	-	46,720	-	46,720	-	46,720
Bond interest payable	-	27,947	-	27,947	-	27,947	-	27,947
Capital lease payable - current portion	24	-	-	24	27	-	-	27
Due to JobsOhio	-	919	(919)	-	-	14	(14)	-
Total current liabilities	<u>136,518</u>	<u>162,529</u>	<u>(919)</u>	<u>298,128</u>	<u>92,708</u>	<u>182,710</u>	<u>(14)</u>	<u>275,404</u>
Long-term liabilities:								
Special obligation bonds payable	-	1,283,115	-	1,283,115	-	1,284,471	-	1,284,471
Capital lease payable	76	-	-	76	87	-	-	87
Total long-term liabilities	<u>76</u>	<u>1,283,115</u>	<u>-</u>	<u>1,283,191</u>	<u>87</u>	<u>1,284,471</u>	<u>-</u>	<u>1,284,558</u>
Total liabilities	<u>136,594</u>	<u>1,445,644</u>	<u>(919)</u>	<u>1,581,319</u>	<u>92,795</u>	<u>1,467,181</u>	<u>(14)</u>	<u>1,559,962</u>
Net position:								
Net investment in capital assets	799	1,158	-	1,957	917	1,125	-	2,042
Unrestricted	800,619	(147,534)	-	653,085	782,257	(112,720)	-	669,537
Total net position	<u>\$ 801,418</u>	<u>\$ (146,376)</u>	<u>\$ -</u>	<u>\$ 655,042</u>	<u>\$ 783,174</u>	<u>\$ (111,595)</u>	<u>\$ -</u>	<u>\$ 671,579</u>

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Combining Schedule of Revenues, Expenses, and Changes in Net Position

(Unaudited)

(In thousands)

	Three Months Ended December 31, 2019				Three Months Ended December 31, 2018			
	Component Unit			Combined Balance	Component Unit			Combined Balance
	JobsOhio	JobsOhio Beverage System	Eliminating Entries		JobsOhio	JobsOhio Beverage System	Eliminating Entries	
Operating revenues:								
Net liquor sales	\$ -	\$ 373,895	\$ -	\$ 373,895	\$ -	\$ 348,920	\$ -	\$ 348,920
Distribution center revenue	-	2,021	-	2,021	-	1,821	-	1,821
Interest income - loans	600	-	-	600	686	-	-	686
Fees and other	2,144	-	(2,070)	74	452	-	(355)	97
Total operating revenues	2,744	375,916	(2,070)	376,590	1,138	350,741	(355)	351,524
Operating expenses:								
Cost of goods sold	-	220,788	-	220,788	-	205,507	-	205,507
Sales commissions	-	22,024	-	22,024	-	19,168	-	19,168
Liquor gallonage taxes	-	14,038	-	14,038	-	13,508	-	13,508
Amortization of intangible asset - liquor franchise	-	13,799	-	13,799	-	13,799	-	13,799
Service fees	-	4,885	-	4,885	-	4,143	-	4,143
Supplemental Payment	-	16,903	-	16,903	-	15,543	-	15,543
JobsOhio management fees	-	2,070	(2,070)	-	-	355	(355)	-
Economic development programs	63,450	-	-	63,450	55,473	-	-	55,473
Salaries and benefits	3,514	-	-	3,514	5,085	-	-	5,085
Economic development purchased services	2,882	-	-	2,882	3,290	-	-	3,290
Professional services	1,681	2,064	-	3,745	2,533	1,771	-	4,304
Insurance	56	101	-	157	56	98	-	154
Administrative and support	1,174	998	-	2,172	1,052	929	-	1,981
Marketing	3,286	-	-	3,286	2,573	-	-	2,573
Other	(42)	35	-	(7)	-	68	-	68
Total operating expenses	76,001	297,705	(2,070)	371,636	70,062	274,889	(355)	344,596
Operating income (loss)	(73,257)	78,211	-	4,954	(68,924)	75,852	-	6,928
Nonoperating revenues (expenses):								
Grants	80,000	(80,000)	-	-	50,000	(50,000)	-	-
Bond interest, net	-	(13,295)	-	(13,295)	-	(13,575)	-	(13,575)
Investment income	4,092	-	-	4,092	6,216	-	-	6,216
Other, net	-	684	-	684	-	1,589	-	1,589
Total nonoperating revenues (expenses)	84,092	(92,611)	-	(8,519)	56,216	(61,986)	-	(5,770)
Change in net position	10,835	(14,400)	-	(3,565)	(12,708)	13,866	-	1,158
Net position, beginning of period	790,583	(131,976)	-	658,607	553,357	18,723	-	572,080
Net position, end of period	\$ 801,418	\$ (146,376)	\$ -	\$ 655,042	\$ 540,649	\$ 32,589	\$ -	\$ 573,238

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Combining Schedule of Revenues, Expenses, and Changes in Net Position

(Unaudited)

(In thousands)

	Six Months Ended December 31, 2019				Six Months Ended December 31, 2018			
	Component Unit			Combined Balance	Component Unit			Combined Balance
	JobsOhio	JobsOhio Beverage System	Eliminating Entries		JobsOhio	JobsOhio Beverage System	Eliminating Entries	
Operating revenues:								
Net liquor sales	\$ -	\$ 706,393	\$ -	\$ 706,393	\$ -	\$ 657,182	\$ -	\$ 657,182
Distribution center revenue	-	3,887	-	3,887	-	3,626	-	3,626
Interest income - loans	1,285	-	-	1,285	1,316	-	-	1,316
Fees and other	4,010	-	(3,842)	168	770	-	(596)	174
Total operating revenues	5,295	710,280	(3,842)	711,733	2,086	660,808	(596)	662,298
Operating expenses:								
Cost of goods sold	-	416,436	-	416,436	-	386,518	-	386,518
Sales commissions	-	41,365	-	41,365	-	35,914	-	35,914
Liquor gallonage taxes	-	27,087	-	27,087	-	25,954	-	25,954
Amortization of intangible asset - liquor franchise	-	27,598	-	27,598	-	27,598	-	27,598
Service fees	-	9,770	-	9,770	-	8,286	-	8,286
Supplemental Payment	-	32,817	-	32,817	-	27,993	-	27,993
JobsOhio management fees	-	3,842	(3,842)	-	-	596	(596)	-
Economic development programs	126,879	-	-	126,879	113,192	-	-	113,192
Salaries and benefits	6,950	-	-	6,950	8,187	-	-	8,187
Economic development purchased services	6,114	-	-	6,114	6,409	-	-	6,409
Professional services	3,225	4,025	-	7,250	3,438	3,523	-	6,961
Insurance	112	202	-	314	112	196	-	308
Administrative and support	2,342	1,970	-	4,312	2,175	1,842	-	4,017
Marketing	5,807	-	-	5,807	5,005	-	-	5,005
Other	(42)	94	-	52	-	120	-	120
Total operating expenses	151,387	565,206	(3,842)	712,751	138,518	518,540	(596)	656,462
Operating income (loss)	(146,092)	145,074	-	(1,018)	(136,432)	142,268	-	5,836
Nonoperating revenues (expenses):								
Grants	155,000	(155,000)	-	-	100,000	(100,000)	-	-
Bond interest, net	-	(26,591)	-	(26,591)	-	(27,150)	-	(27,150)
Investment income	9,336	-	-	9,336	7,408	-	-	7,408
Other, net	-	1,736	-	1,736	-	2,998	-	2,998
Total nonoperating revenues (expenses)	164,336	(179,855)	-	(15,519)	107,408	(124,152)	-	(16,744)
Change in net position	18,244	(34,781)	-	(16,537)	(29,024)	18,116	-	(10,908)
Net position, beginning of period	783,174	(111,595)	-	671,579	569,673	14,473	-	584,146
Net position, end of period	\$ 801,418	\$ (146,376)	\$ -	\$ 655,042	\$ 540,649	\$ 32,589	\$ -	\$ 573,238

JOB SOHIO
(A Component Unit of the State of Ohio)

Notes to Financial Statements

Combining Schedule of Cash Flows

(Unaudited)

(In thousands)

	Six Months Ended December 31, 2019				Six Months Ended December 31, 2018			
	Component Unit			Eliminating Entries	Component Unit			Eliminating Entries
	JobsOhio	Beverage System	Combined Balance		JobsOhio	Beverage System	Combined Balance	
	JobsOhio	Beverage System	Eliminating Entries	Combined Balance	JobsOhio	Beverage System	Eliminating Entries	Combined Balance
Cash flows from operating activities:								
Receipts from fees and other	\$ 1,948	\$ -	\$ -	\$ 1,948	\$ 1,585	\$ -	\$ -	\$ 1,585
Receipts from customers	-	706,738	-	706,738	-	657,228	-	657,228
Receipts from suppliers	-	3,900	-	3,900	-	3,508	-	3,508
Payments to employees	(6,941)	-	-	(6,941)	(6,278)	-	-	(6,278)
Payments to suppliers	(18,051)	(430,609)	-	(448,660)	(15,125)	(387,865)	-	(402,990)
Payments for economic development programs	(80,313)	-	-	(80,313)	(38,922)	-	-	(38,922)
Payments for commissions	-	(36,591)	-	(36,591)	-	(34,131)	-	(34,131)
Receipts from sales taxes	-	41,850	-	41,850	-	38,650	-	38,650
Payments for sales tax collections to State and county	-	(39,248)	-	(39,248)	-	(36,406)	-	(36,406)
Payments for gallonage tax collections to State	-	(26,053)	-	(26,053)	-	(25,171)	-	(25,171)
Payments for servicing fees	-	(8,690)	-	(8,690)	-	(8,205)	-	(8,205)
Payments for Supplemental Payment to State	-	(56,495)	-	(56,495)	-	(36,831)	-	(36,831)
Receipts (payments) between JobsOhio and component unit	2,936	(2,936)	-	-	668	(668)	-	-
Net cash provided by (used in) operating activities	(100,421)	151,866	-	51,445	(58,072)	170,109	-	112,037
Cash flows from noncapital financing activities:								
Receipts (payments) between JobsOhio and component unit for grants	155,000	(155,000)	-	-	100,000	(100,000)	-	-
Payments for other nonoperating expenses	-	(39)	-	(39)	-	(1)	-	(1)
Net cash provided by (used in) noncapital financing activities	155,000	(155,039)	-	(39)	100,000	(100,001)	-	(1)
Cash flows from capital and related financing activities:								
Acquisition of capital assets	(32)	(155)	-	(187)	-	(129)	-	(129)
Payments for capital lease	(14)	-	-	(14)	(5)	-	-	(5)
Payments for bond interest	-	(27,947)	-	(27,947)	-	(28,524)	-	(28,524)
Net cash used in capital and related financing activities	(46)	(28,102)	-	(28,148)	(5)	(28,653)	-	(28,658)
Cash flows from investing activities:								
Dividends and interest income	8,092	1,775	-	9,867	4,832	2,999	-	7,831
Purchases of investments	(117,714)	-	-	(117,714)	(67,424)	-	-	(67,424)
Proceeds from maturities of investments	68,538	-	-	68,538	58,374	-	-	58,374
Net cash provided by (used in) investing activities	(41,084)	1,775	-	(39,309)	(4,218)	2,999	-	(1,219)
Net increase (decrease) in cash and cash equivalents	13,449	(29,500)	-	(16,051)	37,705	44,454	-	82,159
Cash and cash equivalents, beginning of period	65,186	239,556	-	304,742	70,974	346,812	-	417,786
Cash and cash equivalents, end of period	\$ 78,635	\$ 210,056	\$ -	\$ 288,691	\$ 108,679	\$ 391,266	\$ -	\$ 499,945
Reconciliation of operating income (loss) to net cash provided by (used in) operating activities:								
Operating income (loss)	\$ (146,092)	\$ 145,074	\$ -	\$ (1,018)	\$ (136,432)	\$ 142,268	\$ -	\$ 5,836
Adjustments to reconcile operating income to net cash provided by (used in) operating activities:								
Amortization of intangible asset - liquor franchise	-	27,598	-	27,598	-	27,598	-	27,598
Depreciation and amortization expense	166	142	-	308	159	114	-	273
(Increase) decrease in loans	2,468	-	-	2,468	(9,510)	-	-	(9,510)
Increase in loan valuation allowance	(85)	-	-	(85)	570	-	-	570
(Increase) decrease in inventory	-	(2,396)	-	(2,396)	-	(5,828)	-	(5,828)
(Increase) decrease in receivables, net of allowance for doubtful accounts	636	357	-	993	543	186	-	729
(Increase) decrease in prepaid expenses	(407)	1,292	-	885	(72)	132	-	60
(Increase) decrease in due from/to component unit (net)	(905)	905	-	-	72	(72)	-	-
Increase (decrease) in accounts payable	60	5,645	-	5,705	696	24,897	-	25,593
Increase (decrease) in accrued liabilities	43,738	(26,751)	-	16,987	85,902	(19,186)	-	66,716
Total adjustments	45,671	6,792	-	52,463	78,360	27,841	-	106,201
Net cash provided by (used in) operating activities	\$ (100,421)	\$ 151,866	\$ -	\$ 51,445	\$ (58,072)	\$ 170,109	\$ -	\$ 112,037
Noncash capital and related financing activities:								
Purchases of capital assets on account	\$ 16	\$ 20	\$ -	\$ 36	\$ -	\$ -	\$ -	\$ -
Amortization of bonds payable	\$ -	\$ 1,356	\$ -	\$ 1,356	\$ -	\$ 1,374	\$ -	\$ 1,374