FINANCIAL STATEMENTS

June 30, 2019

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MANAGEMENT'S DISCUSSION AND ANALYSIS (UNAUDITED)

This section of the annual financial report of the New Jersey Urban Enterprise Zone Assistance Fund (the "UEZAF"), a non-major special revenue fund of the State of New Jersey (the "State"), annual financial report presents management's discussion and analysis of the UEZAF's financial performance during the fiscal years ended June 30, 2019 and 2018. Please read it in conjunction with the UEZAF's financial statements and accompanying notes.

FINANCIAL HIGHLIGHTS

Assets - increased	<u>\$ 22,288,557</u>
Liabilities - increased	\$ 22,288,557

OVERVIEW OF THE FINANCIAL STATEMENTS

This annual financial report consists of two parts: *Management's Discussion and Analysis* (this section) and the basic financial statements. The UEZAF is a non-major special revenue fund that receives funding through the State's reduced retail sales tax program (3.3125% effective January 1, 2018). As of June 30, 2019 there were thirty-two (32) zones in thirty-seven (37) qualifying Urban Enterprise Zone ("UEZ") municipalities in the State.

FINANCIAL ANALYSIS OF THE NEW JERSEY URBAN ENTERPRISE ZONE ASSISTANCE FUND

Balance Sheets

The table below shows the changes in the balance sheets between the fiscal years ended June 30, 2019, 2018, and 2017. Explanations for significant changes are presented below:

			June 30,			
	2019		2018		2017	Increase/ (Decrease) 2018-2019
Cash	\$ 1,000	\$	100,000	\$	289,113	\$ (99,000)
Investments	33,176,175		8,305,379		9,086,059	24,870,796
Due from State	<u>9,547,020</u>		12,030,259	_	11,536,621	 (2,483,239)
Total Assets	<u>\$ 42,724,195</u>	<u>\$</u>	20,435,638	\$	20,911,793	\$ 22,288,557
Due to State	\$ 42,724,195	\$	20,435,638	\$	20,911,793	\$ 22,288,557
Total Liabilities	<u>\$ 42,724,195</u>	\$	20,435,638	\$	20,911,793	\$ 22,288,557

MANAGEMENT'S DISCUSSION AND ANALYSIS (UNAUDITED) (CONTINUED)

Balance Sheets (Continued)

<u>Current Assets</u> - Consist of cash and invested funds held for transfer to the State's General Fund. The current assets are consistent with the prior year.

<u>Current Liabilities</u> - Represent the liability "Due to State" transferable from the UEZAF to the State's General Fund.

Statements of Revenues, Expenditures and Changes in Fund Balance

The table below provides the program activities and changes in fund balance of the UEZAF. See below for explanation of significant changes.

	2019	2018	2017	Increase/ (Decrease) 2018-2019
Sales tax revenues	\$ 59,207,346	\$ 69,923,339	\$ 72,865,196	\$ (10,715,993)
Investment return	391,112	140,778	47,453	250,334
Total revenues	59,598,458	70,064,117	72,912,649	(10,465,659)
Excess of revenues over				
(expenditures)	59,598,458	70,064,117	72,912,649	(10,465,659)
Transfers to other funds	(59,598,458)	(70,064,117)	(72,912,649)	10,465,659
Fund balance, end of year	\$ -	\$ -	\$ -	\$ -

Revenues - Consists of sales tax revenues. Fiscal year 2019 budget language directed that all reduced rate sales tax revenues (except the portion dedicated to the Property Tax Relief Fund ("PTRF")) be redirected to the General Fund. UEZs designated pursuant to the UEZ Act (N.J.S.A. 52:27H-60 et seq.) would otherwise have been allocated a portion of the net reduced rate sales taxes collected, after first transferring funds to the PTRF and UEZAF, in accordance with their 5-year intervals in their respective initial 20-year life cycles (100%, 67%, 33%, 0%), or 16-year extension if applicable (100%, 67%, 33%, 0% in year-16) beginning after year-15 of the original designation. As of July 1, 2018, 100% of reduced retail sales tax collected from the 17 zones which were extended through December 31, 2023, pursuant to P.L. 2018, c.19, will be allocated to the General Fund. All other zones not affected by this law will continue to cycle through their remaining five-year intervals in their respective 20-year life cycles. Due to this law, sales tax revenue decreased 15.62%, resulting in a decrease in the amount of sales tax allocated to the UEZAF during fiscal year 2019. Consequently, the State UEZ Program office is funded by an allocation in the State Budget.

MANAGEMENT'S DISCUSSION AND ANALYSIS (UNAUDITED) (CONTINUED)

Statements of Revenues, Expenditures and Changes in Fund Balance (Continued)

<u>Transfers to other funds</u> - As of fiscal year 2013 the sales tax revenues generated from the UEZs are appropriated to the State's General Fund.

<u>Fund balance</u> - As of fiscal year 2013 all funds are transferred to the State General Fund, leaving the UEZAF fund balance at zero.

Contacting the UEZAF's Financial Management

This financial report is designed to provide New Jersey citizens, taxpayers and legislators with a general overview of the UEZAF's finances and to demonstrate the UEZAF's accountability for the appropriations that it receives. If you have questions about this report or need additional information, contact the New Jersey Urban Enterprise Zone Program at 101 South Broad Street, P.O. Box 822, Trenton, New Jersey 08625-0822 or visit its website at www.nj.gov/dca/affiliates/uez/index.shtml.



INDEPENDENT AUDITORS' REPORT

To the New Jersey Urban Enterprise Zone Authority regarding the New Jersey Urban Enterprise Zone Assistance Fund

Report on the Financial Statements

We have audited the accompanying financial statements of the governmental activities of the New Jersey Urban Enterprise Zone Assistance Fund (the "UEZAF"), as of and for the years ended June 30, 2019 and 2018, and the related notes to financial statements, which comprise the UEZAF's basic financial statements as 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.

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audits 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 auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

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

INDEPENDENT AUDITORS' REPORT (CONTINUED)

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the governmental activities of the UEZAF as of June 30, 2019 and 2018, and the changes in financial position for the years 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* on pages one through three 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 audits 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.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated June 16, 2020, on our consideration of the UEZAF's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements, and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the UEZAF's internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the UEZAF's internal control over financial reporting and compliance.

Mercadien, P.C. Certified Public Accountants

June 16, 2020

BALANCE SHEETS

	June 30,
	2019 2018
ASSETS	
Cash	\$ 1,000 \$ 100,000
Investments	33,176,175 8,305,379
Due from State	9,547,020 12,030,259
Total Assets	<u>\$ 42,724,195</u> <u>\$ 20,435,638</u>
LIABILITIES	
Due to State	\$ 42,724,195 \$ 20,435,638
Total Liabilities	<u>\$ 42,724,195</u> <u>\$ 20,435,638</u>

STATEMENTS OF REVENUES, EXPENDITURES AND CHANGES IN FUND BALANCE

	Years Ended June 30,
	<u>2019</u> <u>2018</u>
Revenues	
Sales tax revenues	\$ 59,207,346 \$ 69,923,339
Investment return	391,112 140,778
Total revenues	59,598,458 70,064,117
Transfers to other funds	<u>(59,598,458)</u> <u>(70,064,117)</u>
Changes in fund balance	
Fund balance, beginning of year	<u>-</u>
Fund balance, end of year	\$ - \$

NOTES TO FINANCIAL STATEMENTS

A. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Nature of Organization

New Jersey Urban Enterprise Zone Assistance Fund (the "UEZAF"), is a non-major special revenue fund of the State of New Jersey (the "State"), in accordance with P.L. 1983, c.303. The purpose of the UEZAF is to concentrate the benefits of the Urban Enterprise Zone ("UEZ") designation and to provide gradual and geographically balanced introduction of such UEZs. The law is aimed at encouraging the revitalization of some of the State's most distressed urban areas with regards to incidence of poverty and unemployment. The revenues of the UEZAF are generated from a portion of the sales tax revenues of each UEZ, which can be designated for reinvestment in improvement projects for each of the respective UEZs. At the end of fiscal year 2019, there were thirty-two designated UEZs located within thirty-seven municipalities.

Basis of Accounting

The UEZAF is a non-major special revenue fund of the State. The UEZAF's financial statements are included in the State of New Jersey's Comprehensive Annual Financial Report.

The accompanying financial statements have been prepared in conformity with accounting principles generally accepted in the United States of America as prescribed by the Governmental Accounting Standards Board.

Cash

Cash consists of cash, money market funds, and certain short-term investments with original maturities of ninety days or less.

Use of Estimates

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

Revenue Recognition

The UEZAF generates sales tax revenue collected from each of the designated UEZs, which is recognized when collected by the State from the respective UEZs.

Investments

The UEZAF carries all investments at fair value. Investments consist of deposits with the State of New Jersey Cash Management Fund ("NJCMF").

Fund Balance - Committed

The fund balance is committed for the purposes outlined in P.L. 1983, c.303 (the act that created the Urban Enterprise Zone Program), which include the undertaking of public improvements for and payment to qualifying UEZs for capital projects and/or projects that promote economic activity. There was no committed fund balance at June 30, 2019 and 2018.

Income Taxes

The UEZAF is exempt from all federal and state income taxes.

NOTES TO FINANCIAL STATEMENTS

A. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Due from/to State

The UEZAF collects sales tax revenues from each respective UEZ, net of State administrative expenses, from the Division of Taxation; these amounts are Due from State. The UEZAF is also required to reimburse various State agencies for administrative expenses incurred for the coordination and administration of the UEZAF's programs. At the end of each fiscal year the UEZAF records a Due to State for transfers that need to be made to each respective agency.

B. CASH

The following is a summary of the UEZAF's cash deposits by financial institution and the amounts exposed to custodial credit risk at June 30, 2019 and 2018. The UEZAF's deposits are insured by the Federal Deposit Insurance Corporation (the "FDIC") up to \$250,000 for the years ended June 30, 2019 and 2018, respectively.

	<u>June 30, 2019</u>				June 30, 2018			
	Bank Book				Bank		Book	
	B	alance		<u>Balance</u>		<u>Balance</u>		Balance
Wells Fargo	\$	1,000	\$	1,000	<u>\$</u>	100,000	\$	100,000
Total cash balance		1,000	\$	1,000		100,000	\$	100,000
Total collateralized deposits		1,000		_		100,000		
Total deposits exposed to								
custodial credit risk	\$				\$			

C. INVESTMENTS

New Jersey statutes permit the deposit of public funds in the New Jersey Cash Management Fund ("NJCMF") or in institutions located in New Jersey that are insured by the FDIC or by any other agencies of the United States that insure deposits. The NJCMF is a common trust fund administered by the New Jersey Department of the Treasury, Division of Investment ("Division"). Securities in the NJCMF are insured, registered or held by the Division or its agent in the NJCMF's name.

Investments are stated at fair market value and consist of deposits in the NJCMF. Original cost basis and fair market value at June 30, 2019 and 2018, are summarized as follows:

	June 3	0, 2019	June 30, 2018		
	Fair			Fair	
	Original Cost	Market Value	Original Cost	Market Value	
New Jersey Cash Management Fund	\$ 33,176,175	\$ 33,176,175	\$ 8,305,379	\$ 8,305,379	

Fair Value

Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants and the financial statement measurement date. The fair value hierarchy categorizes the inputs to valuation techniques used to measure fair value into three levels as follows:

- Level 1- quoted prices for identical assets or liabilities in active markets that a government can access at the measurement date.
- Level 2- quoted prices other than those included within Level 1 and other inputs that are observable for an asset or liability, either directly or indirectly.
- Level 3- pricing inputs are unobservable for the asset and liability and include situations where there is little, if any, market activity for the investment.

NOTES TO FINANCIAL STATEMENTS

C. INVESTMENTS (CONTINUED)

Fair Value (Continued)

The fair value hierarchy gives the highest priority to Level 1 inputs and the lowest priority to Level 3 inputs. When the fair value of an asset or liability is measured using inputs from more than one level of the fair value hierarchy, the measurement is considered to be based on the lowest priority level that is significant to the entire measurement.

The following is a description of the valuation methodology used for the NJCMF, which is the only investment held by the UEZAF.

The State of New Jersey cash management fund is based on published market price on an inactive market as of the measurement date and is classified as a Level 2 input as summarized below:

	June 30, 2019			
	Total	Level 1	Level 2	Level 3
New Jersey Cash Management Fund	\$ 33,176,175	\$ -	\$ 33,176,175	\$ -
		June 3	0, 2018	
	Total	Level 1	Level 2	Level 3
	I Ulai	<u>Level I</u>	<u>LEVELZ</u>	Levelo

Credit Risk and Custodial Credit Risk

The UEZAF does not have a formal policy to limit credit risk or custodial credit risk but is restricted by the investment policies of the State. For an investment, custodial credit risk is the risk that, in the event of a bank failure, the UEZAF will not be able to recover the value of its investments that are in the possession of the bank. The UEZAF's investment in the NJCMF is excluded from credit risk and custodial credit risk as a pooled investment.

D. CONCENTRATION OF RISK

The UEZAF maintains cash and pooled investment balances which may exceed federally insured limits. The UEZAF historically has not experienced any credit-related losses.

E. TRANSFERS TO OTHER FUNDS

The UEZAF's administrative activities are conducted by various departments and agencies of the State. The UEZAF reimburses the State for the costs associated with the administration of the UEZAF's operations. Pursuant to P.L. 1983, c.303 and subsequent amendments, the UEZAF must transfer all earnings on investments to the State. Also included in transfers to other funds for the years ended June 30, 2019 and 2018, are sales tax revenues appropriated to the State General Fund, net of State administrative costs. This transfer of sales tax revenues to the State General Fund was made in accordance with P.L. 2010, c.19.

Transfers to other funds in the statements of revenues, expenditures and changes in fund balance consist of the following:

<u></u>	rears Ended June 30,			
	2019	2018		
Administrative costs \$	879,003	\$ 685,524		
Investment return	391,112	140,778		
Transfer of sales tax revenue to State General Fund5	8,328,343	69,237,815		
Total transfers to other funds \$\frac{\$5}{2}\$	9,598,458	<u>\$ 70,064,117</u>		

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NOTES TO FINANCIAL STATEMENTS

F. CHANGE IN ZONE MANAGEMENT

Program Assessment by Independent Consultants

During fiscal year 2011, an assessment of the UEZ Program (the "Program") was performed by an independent consultant to measure the Program's performance through the creation of jobs and return on public investment during the period 2002 through 2008. The two significant conclusions reached by the consultant were that the Program delivered a limited economic impact on the UEZ economies and that the Program produced a negative return on the State's investment. As a result of the consultant's report, on February 15, 2011, the Chairperson of the New Jersey Urban Enterprise Zone Authority, along with the Commissioner of the New Jersey Department of Community Affairs, issued a memorandum to the State Treasurer recommending that the Program be terminated effective July 1, 2011. The sales tax revenue generated from the participating UEZs would instead be appropriated to the State General Fund. The State's fiscal year 2012 budget, as adopted by P.L. 2011, c.85, appropriated the sales tax revenues collected by the UEZs to the State General Fund effective July 1, 2011, as have all subsequent budgets to date including fiscal years 2018 and 2019.

Pursuant to P.L. 2018, c.19, a request for proposal was issued by the Department of Community Affairs to seek a well-qualified firm to perform a program assessment of New Jersey's Urban Enterprise Zone Program. Such assessment includes review of the program's assumptions, an analysis that determines whether the UEZ concept is a viable tool for encouraging economic development within the State, and recommendations as to the future of the design and administration of the program. The assessment began on March 15, 2019, and will be completed with a written study report to the Lt. Governor and Commissioner of the Department of Community Affairs and UEZAF Executive Director. The final report will be delivered to the senior leadership by July 1, 2020.

Transfer of Unexpended Balances

The State of New Jersey fiscal year 2019 and 2018 budgets, as adopted by the Legislature, require that all revenue credited to each account for each UEZ in the UEZAF attributable to local projects and local costs for administering the UEZ Program be appropriated as revenue to the State General Fund. Further, the budget language stipulates that the unexpended balances in the portion of the Fund designated for the State costs of administering the Program be appropriated as revenue to the State General Fund.

G. SUBSEQUENT EVENTS

Management has evaluated events subsequent to June 30, 2019 through June 16, 2020, noting no significant subsequent events requiring disclosure other than the following:

On January 30, 2020, the World Health Organization declared the coronavirus outbreak a "Public Health Emergency of International Concern" and on March 10, 2020, declared it to be a pandemic. Actions taken around the world to help mitigate the spread of the coronavirus include restrictions on travel and quarantines in certain areas, and forced closures for certain types of public places and businesses. The coronavirus and actions taken to mitigate it have had and are expected to continue to have an adverse impact on the economies and financial markets of many countries, including the geographical area in which the Fund operates. Due to the impact of New Jersey Governor Murphy's Executive Order No. 107 dated March 21, 2020, mandating statewide stay-at-home practices and closure of all non-essential retail businesses, it is reasonably possible sales tax revenue will decline significantly. It is unknown how long these conditions will last and what the complete financial effect will be to the Fund.



INDEPENDENT AUDITORS' REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH GOVERNMENT AUDITING STANDARDS

To the New Jersey Urban Enterprise Zone Authority regarding the New Jersey Urban Enterprise Zone Assistance Fund

We have audited, in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States, the financial statements of the governmental activities of New Jersey Urban Enterprise Zone Assistance Fund (the "UEZAF"), as of and for the year ended June 30, 2019, and the related notes to the financial statements, which comprise the UEZAF's basic financial statements, and have issued our report thereon dated June 16, 2020.

Internal Control Over Financial Reporting

In planning and performing our audit of the basic financial statements, we considered the UEZAF's internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the UEZAF's internal control. Accordingly, we do not express an opinion on the effectiveness of the UEZAF's internal control.

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A material weakness is a deficiency, or combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected, on a timely basis. A significant deficiency is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be a material weakness or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

INDEPENDENT AUDITORS' REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH GOVERNMENT AUDITING STANDARDS (CONTINUED)

Compliance and Other Matters

As part of obtaining reasonable assurance about whether the UEZAF's financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the entity's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the entity's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Mercadien, P.C. Certified Public Accountants

June 16, 2020