TOWN OF UNION
LOCAL DEVELOPMENT CORPORATION

FINANCIAL STATEMENTS

DECEMBER 31, 2017

TOWN OF UNION LOCAL DEVELOPMENT CORPORATION

FINANCIAL STATEMENTS

DECEMBER 31, 2017

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Officers:
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Established in 1955

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INDEPENDENT AUDITORS' REPORT

The Board of Directors
Town of Union Local Development Corporation
Endwell, New York

Report on the Financial Statements

We have audited the accompanying financial statements of **TOWN OF UNION LOCAL DEVELOPMENT CORPORATION** (a nonprofit organization), a component unit of the Town of Union, which comprise of the statements of net position as of December 31, 2017 and 2016, and the related statements of activities and changes in net position, and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America 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 audit to obtain reasonable assurance about whether the financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

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

Piaker & Lyons

The Board of Directors
Town of Union Local Development Corporation

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the net position of Town of Union Local Development Corporation as of December 31, 2017 and 2016, and the related statements of activities and changes in net position, and cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Other Matter

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The schedule of loans receivable on page 9 is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

Other Reporting Required by *Government Auditing Standards*

In accordance with ***Government Auditing Standards***, we have also issued a report dated March 26, 2018 on our consideration of Town of Union Local Development Corporation'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 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 internal control over financial reporting or compliance. That report is an integral part of an audit performed in accordance with ***Government Auditing Standards*** in considering the Town of Union Local Development Corporation's internal control over financial reporting and compliance.

Piaker & Lyons, P.C.

PIAKER & LYONS, P.C.

Binghamton, New York
March 26, 2018

TOWN OF UNION LOCAL DEVELOPMENT CORPORATION
STATEMENTS OF NET POSITION
DECEMBER 31, 2017 AND 2016

	2017	2016
Current Assets		
Cash and Cash Equivalents	$ 1,314,711	$ 1,449,026
Loans Receivable - Current Portion (Net of Reserve for Doubtful Loans of $22,479 and $45,373 in 2017 and 2016, Respectively)	188,704	139,578
Accounts Receivable	4,720	2,159
Grant Receivable	-	8,751
Prepaid Expense	3,415	3,253
Total Current Assets	1,511,550	1,602,767
Other Assets		
Loans Receivable - Non-Current Portion	964,011	871,485
TOTAL ASSETS	$ 2,475,561	$ 2,474,252
Current Liabilities		
Accounts Payable	$ 1,593	$ 892
Accrued Liabilities	1,564	1,267
Compensated Absences - Current Portion	2,286	2,505
Total Current Liabilities	5,443	4,664
Long - Term Liabilities		
Compensated Absences, Net of Current Portion	27,589	25,518
Total Liabilities	33,032	30,182
Net Position		
Unrestricted	2,316	1,015
Restricted	2,440,213	2,443,055
Total Net Position	2,442,529	2,444,070
TOTAL LIABILITIES AND NET POSITION	$ 2,475,561	$ 2,474,252

See the accompanying notes to financial statements.

TOWN OF UNION LOCAL DEVELOPMENT CORPORATION
STATEMENTS OF ACTIVITIES AND CHANGES IN NET POSITION
FOR THE YEARS ENDED DECEMBER 31, 2017 AND 2016

	2017	2016
Operating Revenues		
Federal Aid - CDBG	$ 109,227	$ 99,083
CDBG Loan Interest	19,278	21,752
Miscellaneous Income	1,300	650
Contributed Revenue - Town of Union	3,655	4,386
Total Operating Revenues	133,460	125,871
Operating Expenses		
Salaries	75,572	70,142
Administration Fees	7,289	4,431
Employee Benefits	21,234	20,892
Occupancy	3,655	4,386
Audit	3,700	3,600
Legal Fees	1,833	1,370
Provision for Loan Losses	22,479	22,686
Total Operating Expenses	135,762	127,507
Operating Loss	(2,302)	(1,636)
Non-Operating Revenue		
Other Interest Income	761	851
Change in Net Position	(1,541)	(785)
Net Position - Beginning of Year	2,444,070	2,444,855
Net Position - End of Year	$ 2,442,529	$ 2,444,070

See the accompanying notes to financial statements.

TOWN OF UNION LOCAL DEVELOPMENT CORPORATION
STATEMENTS OF CASH FLOWS
FOR THE YEARS ENDED DECEMBER 31, 2017 AND 2016

	2017	2016
Cash Flows From Operating Activities		
Cash Received from Providing Services	$ 139,650	$ 139,988
Cash Payments for Contractual Expenses	(110,595)	(126,612)
Cash Advances to Loan Program Recipients	(340,000)	(438,849)
Cash Received from Loan Program Repayments	175,869	137,802
Net Cash Used In Operating Activities	(135,076)	(287,671)
Cash Flows From Investing Activities:		
Interest Income	761	851
Decrease In Cash	(134,315)	(286,820)
Cash at Beginning of Year	1,449,026	1,735,846
Cash at End of Year	$ 1,314,711	$ 1,449,026
Reconciliation of Operating Income to Net Cash Provided By Operating Activities:		
Operating Loss	$ (2,302)	$ (1,636)
Adjustments to Reconcile to Net Cash Provided By Operating Activities:		
Increase (Decrease) in Allowance for Loan Losses	(22,894)	22,686
Changes in Operating Assets and Liabilities:		
Loans Receivable	(118,758)	(301,047)
Accounts Receivable	(2,561)	14,117
Grant Receivable	8,751	(8,751)
Accounts Payable	701	(284)
Prepaid Expense	(162)	531
Compensated Absences	1,852	547
Accrued Liabilities	297	(13,834)
Net Cash Used In Operating Activities	$ (135,076)	$ (287,671)

See the accompanying notes to financial statements.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

A. Operations - The Town of Union Local Development Corporation (LDC) was established to aid the Town of Union in growth and development of business concerns by encouraging the location of industrial, manufacturing and commercial capacity, and the creation of new and improved job opportunities and retention of existing jobs within the geographic boundaries of the Town of Union.

B. Revenue and Expense Recognition - The LDC is a nonprofit corporation and is a component unit of the Town of Union. The LDC operates as a proprietary fund (a business-type activity), distinguishing operating revenues and expenses from non-operating items. Operating revenues are mostly comprised of grant, government subsidy, and interest revenue resulting from exchange transactions associated with the principal activities of the Corporation. Operating expenses generally result from general and administrative expenses in accordance with the Corporation's mission. All revenues and expenses not meeting these definitions are reported as non-operating revenues and expenses. Revenues are recognized when earned and expenses are recorded when the liability is incurred or an economic asset is used.

LDC is funded principally through grants from the Town of Union Community Development Block Grant Program (CDBG). LDC recognizes the grant funds from CDBG when received, which coincides with the disbursement of funds by LDC for various operation expenses and new loans.

LDC also receives revenue in the form of repayments on loans from the Urban Development Action Grant Program (UDAG) and grants from the Town of Union's (UDAG) program. Program income generated from CDBG and UDAG loans is recognized as revenue when received.

The Town of Union contributes office space to the LDC for its operations. The accompanying financial statements include amounts for this contributed service, which as of December 31, 2017 and 2016 was valued at approximately $3,655 and $4,386 by management, respectively.

C. Basis of Accounting and Presentation - As a proprietary fund, the financial statements of the LDC have been prepared on the accrual basis of accounting and are presented utilizing an "economic resources" measurement focus as prescribed under the Governmental Accounting Standards Board (GASB) Codification of Governmental Accounting and Financial Reporting Standards Part II, Section P80, *Proprietary Fund Accounting and Financial Reporting*. The accounting objectives of this measurement focus are the determination of operating income, changes in net position (or cost recovery), financial position, and cash flows. All assets, deferred outflows of resources, liabilities, and deferred inflows of resources (whether current or noncurrent) associated with their activities are reported. Fund equity is classified as net position under the following components:

> **Net Investment in Capital Assets** - Represents capital assets, including restricted capital assets, net of accumulated depreciation. The LDC has no capital assets as of December 31, 2017 and 2016.
>
> **Restricted Net Position** - Represents net position with constraints placed on either their use by either (1) external groups such as creditors or laws or regulations of other governments; or by (2) law through constitutional provisions or enabling legislation. None of the LDC's restricted arise from endowments. For this reason, all restricted are considered expendable.
>
> **Unrestricted Net Position** – Represents all other assets that do not meet the definition of net investment in capital assets or restricted net position.

It is the LDC's policy to first apply restricted resources when an expense is incurred for purposes for which both restricted and unrestricted net position is available.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

D. Federal Income Taxes - The LDC is tax exempt under Section 501(c)(3) of the Internal Revenue Code. Accordingly, it is not liable for income taxes or federal unemployment insurance. The LDC files annual informational returns to the Internal Revenue Service (Form 990) and to New York State Department of Law (Office of the Attorney General) (Form CHAR500). The LDC has not been informed of any tax examinations by either the Internal Revenue Service or New York State.

E. Cash and Cash Equivalents - The LDC considers short-term, highly liquid investments with original maturities of three months or less to be cash equivalents.

F. Compensated Absences - The LDC utilizes employees of the Town of Union. The amount shown as of December 31, 2017 and 2016, represent unused vacation pay and sick leave as allowed per the Town's personnel policy.

G. Use of Estimates - The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts 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.

H. Reserve for Doubtful Loans - The LDC follows the policy of providing currently for bad debts in order to maintain an adequate reserve for anticipated losses. Management anticipates certain loan receivables are doubtful as to collection and therefore, established a reserve for doubtful loans receivable of $22,479 and $45,373 at December 31, 2017 and 2016 respectively. Accounts receivable are stated at the amount management expects to collect.

I. Subsequent Events - The LDC has evaluated events and transactions that occurred between January 1, 2017 and March 26, 2018, which is the date the financial statements were available to be issued, for possible disclosure and recognition in the financial statements.

NOTE 2 - LOANS RECEIVABLE

Loan Transactions are summarized as follows:

	2017	2016
Loans Receivable Balance, Beginning of Period	$ 1,056,436	$ 755,389
Year Ended December 31, Activity:		
Loan Advances	340,000	438,849
Write-Offs	(45,373)	-
Principal Repayment	(175,869)	(137,802)
Loans Receivable Balance, End of the Period	1,175,194	1,056,436
Less: Reserve for Doubtful Loans	(22,479)	(45,373)
Less: Current Portion of Loans Receivable	(188,704)	(139,578)
Long-Term Portion of Loans Receivable	$ 964,011	$ 871,485

The principal balance at December 31, 2017 includes $230,000 loaned from Community Development Block Grant (CDBG) funds and $110,000 in Urban Development Action Grant (UDAG) repayment funds.

NOTE 3 - CONCENTRATION OF CREDIT RISK

Financial instruments, which potentially subject the LDC to concentrations of credit risk, consist of deposits with a single financial institution, cash in excess of FDIC insurance, and loans receivable. The LDC generally places its cash and investments with quality financial institutions and collateralizes cash deposits in excess of FDIC coverage with obligations of the United States and its agencies. Furthermore, the Federal Deposit Insurance Corporation (FDIC) provided coverage up to $250,000 per depositor, on noninterest bearing accounts, through December 31, 2017.

Concentrations of credit risk with respect to loans receivable are limited due to the large number of loans and the dispersion across many different industries. Also, the LDC requires security to support the loan receivable.

NOTE 4 - COMMITMENTS AND CONTINGENCIES

The LDC has approved various development loan commitments as of December 31, 2017. Such commitments will be funded upon the satisfaction of all loan provisions by the applicants and the availability of funds at the time of closing the loan.

NOTE 5 - TOWN OF UNION AGREEMENT

The LDC has an agreement with the Town of Union, regarding the use of CDBG funds for various economic development programs. The agreement was for the period October 1, 2014 through September 30, 2016, and amended in 2015 to run through October 31, 2017. The amended agreement is subject to an automatic renewal for two years provided that no party terminates the agreement 60 days prior to the termination date through written notice. As neither party provided such notice, the agreement automatically renewed as of November 1, 2017 and runs through October 31, 2019. Either party is able to terminate without cause upon 30 days written notice. Upon termination, all loans related to funds allocated by CDBG Program become the property of the Town of Union and the LDC shall assign to the Town related security interest.

NOTE 6 - GRANT RECEIVABLE

In May 2016 the LDC received an initial award notice from the New York Department of State totaling $10,000 for the reimbursement of costs associated with the Washington Avenue CBD Beautification Project. As of December 31, 2016, the LDC had incurred costs of $8,751 on the project and, accordingly, the LDC recognized $8,751 from the award as of December 31, 2016. During 2017, an additional $1,120 was recognized and the entire amount reimbursed through the award. There were no amounts still owed to the LDC as of December 31, 2017.

NOTE 7 - FUTURE PRONOUNCEMENT

The LDC is evaluating the effects of Statement No. 85, *Omnibus 2017*, effective for periods beginning after June 15, 2017 on the possible impacts on its financial statements and will implement the Statement as applicable and if material. The objective of this Statement is to address practice issues identified during implementation and application of certain GASB Statements.

SCHEDULE 1

TOWN OF UNION LOCAL DEVELOPMENT CORPORATION
SCHEDULE OF LOANS RECEIVABLE
FOR THE YEAR ENDED DECEMBER 31, 2017

	Loan Principal Balance as of 01/01/17	Year Ended December 31, 2017 Advances	Repayments	Write-Offs	Loan Principal Balance as of 12/31/17
CDBG Loans:					
17 Kentucky Avenue, LLC	$ -	$ 230,000	$ -	$ -	$ 230,000
402 Airport Rd. Holding, LLC	59,082	-	2,252	-	56,830
500 North Street, LLC	43,163	-	7,282	-	35,881
Connolly Companies, LLC	99,114	-	8,619	-	90,495
Engineering Manufacturing Tech	177,673	-	68,935	-	108,738
Jewels of Java, LLC	41,093	-	469	-	40,624
Lopez-Edouard, Diane (Unforgettable Parties)	11,776	-	-	-	11,776
New Vision Industries, Inc.	128,791	-	12,835	-	115,956
The North Brewery	4,522	-	4,522	-	-
Renaissance Realty & Management	35,640	-	7,223	-	28,417
R Spoor Enterprises, LLC	45,373	-	-	45,373	-
Sonostics	200,000	-	28,571	-	171,429
Southern Tier Leasing, LLC	50,000	-	2,402	-	47,598
Southern Tier Technologies, LLC	50,000	-	2,500	-	47,500
T&M Enterprises of Broome County, NY Inc.	32,148	-	3,210	-	28,938
Subtotal CDBG Loans	**978,375**	**230,000**	**148,820**	**45,373**	**1,014,182**
UDAG - Façade Loans					
2719-2725 Plaza, LLC	40,849	-	7,489	-	33,360
Coco Mojo, LLC	4,333	-	-	-	4,333
Fast Eddies Café	4,803	-	3,390	-	1,413
Gobbo Enterprises, LLC	6,540	-	1,825	-	4,715
Sheric Holdings, LLC	21,536	-	7,178	-	14,358
Spathl Group	-	100,000	6,667	-	93,333
Taylor Irene Properties, LLC	-	10,000	500	-	9,500
Subtotal UDAG - Façade Loans	**78,061**	**110,000**	**27,049**	**-**	**161,012**
Total Loans	**$ 1,056,436**	**$ 340,000**	**$ 175,869**	**$ 45,373**	**1,175,194**
Less: Reserve for Doubtful Loans					(22,479)
Less: Current Portion Loans Receivable					(188,704)
Long-Term Portion of Loans Receivable					**$ 964,011**

See the accompanying notes to financial statements

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INDEPENDENT AUDITOR'S 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

Board of Directors
Town of Union Local Development Corporation
Endwell, New York

We have audited, in accordance with the 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 Town of Union Local Development Corporation(a nonprofit organization), which comprise the statements of net position as of December 31, 2017 and 2016, and the related statements of activities and changes in net position, and cash flows for the years then ended, and the related notes to the financial statements, and have issued our report thereon dated March 26, 2018.

Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered Town of Union Local Development Corporation'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 Town of Union Local Development Corporation's internal control. Accordingly, we do not express an opinion on the effectiveness of the Corporation'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 a 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 material weaknesses 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.

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To the Board of Directors
Town of Union Local Development Corporation

Compliance and Other Matters

As part of obtaining reasonable assurance about whether Town of Union Local Development Corporation'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 organization'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 organization's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

This report is intended solely for the information and use of management, the U.S. Department of Housing and Urban Development, others within the entity, the Board of Directors, and federal awarding agencies and pass-through entities and is not intended to be and should not be used by anyone other than these specified parties.

Piaker & Lyons, P.C.

PIAKER & LYONS, P.C.

Binghamton, New York
March 26, 2018

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INDEPENDENT AUDITORS' REPORT ON INTERNAL CONTROL

Board of Directors
Town of Union Local Development Corporation
Endwell, New York

We have audited management's assertion that Town of Union Local Development Corporation maintained effective internal control over financial reporting as of December 31, 2017 and 2016. The entity's management is responsible for maintaining effective internal control over financial reporting, and for its assertion of the effectiveness of internal control over financial reporting. Our responsibility is to express an opinion on management's assertion based on our examination.

We conducted our audit in accordance with attestation standards established by the American Institute of Certified Public Accountants. Those standards require that we plan and perform the examination to obtain reasonable assurance about whether effective internal control over financial reporting was maintained in all material respects. Our audit included obtaining an understanding of internal control over financial reporting, assessing the risk that a material weakness exists, and testing and evaluating the design and operating effectiveness of internal control based on the assessed risk. Our audit also included performing such other procedures as we considered necessary in the circumstances. We believe that our audit provides a reasonable basis for our opinion.

An entity's internal control over financial reporting is a process affected by those charged with governance, management, and other personnel, designed to provide reasonable assurance regarding the preparation of reliable financial statements in accordance with accounting principles generally accepted in the United States of America. An entity's internal control over financial reporting includes those policies and procedures that (1) pertain to the maintenance of records that, in a reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the entity, (2) provides reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with accounting principles generally accepted in the United States of America, and that receipts and expenditures of the entity are being made only in accordance with authorization of management and those charged with governance; and (3) provide reasonable assurance regarding prevention, or timely detection and correction of unauthorized acquisition, use, or disposition of the entity's assets that could have a material effect on the financial statements.

Because of its inherent limitations, internal control over financial reporting may not prevent, or detect and correct misstatements. Also, projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

92 Hawley Street • PO Box 1330 • Binghamton, New York 13902-1330

To the Board of Directors
Town of Union Local Development Corporation

In our opinion, management's assertions that Town of Union Local Development Corporation maintained effective internal control over financial reporting as of December 31, 2017 and 2016 is fairly stated, in all material aspects.

We have audited, in accordance with auditing standards generally accepted in the United States of America, the basic financial statements of the authority and our report dated March 26, 2018 expressed an unmodified opinion.

This report is intended solely for the information and use of management, the U.S. Department of Housing and Urban Development, others within the entity, the Board of Directors, and federal awarding agencies and pass-through entities and is not intended to be and should not be used by anyone other than these specified parties.

Piaker & Lyons, P.C.
PIAKER & LYONS, P.C.

Binghamton, New York
March 26, 2018