

JOBSONIO
(A Component Unit of the State of Ohio)

Basic Financial Statements

June 30, 2025

(With Independent Auditor's Report Thereon)

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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of
JobsOhio

Report on the Audit of the Financial Statements

Opinion

We have audited the financial statements of JobsOhio (the "Entity"), a component unit of the State of Ohio, as of and for the year ended June 30, 2025, and the related notes to the financial statements, which collectively comprise the Entity's basic financial statements as listed in the table of contents.

In our opinion, the accompanying financial statements referred to above present fairly, in all material respects, the financial position of JobsOhio as of June 30, 2025, and the changes in financial position and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

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

Responsibilities of Management for the Financial Statements

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

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about JobsOhio's ability to continue as a going concern for twelve months beyond the financial statement date, including any currently known information that may raise substantial doubt shortly thereafter.

Auditor's Responsibilities for the Audit of the Financial Statements

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

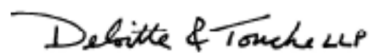
In performing an audit in accordance with GAAS, we

- exercise professional judgment and maintain professional skepticism throughout the audit.
- identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of JobsOhio's internal control. Accordingly, no such opinion is expressed.
- evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about JobsOhio's ability to continue as a going concern for a reasonable period of time.

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

Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the Management's Discussion and Analysis on pages 3-8 be presented to supplement the basic financial statements. Such information is the responsibility of management and, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.



September 26, 2025

JOBSOHIO
(A Component Unit of the State of Ohio)

Management's Discussion and Analysis

June 30, 2025 and 2024

(In thousands)

The management of JobsOhio offers this narrative overview and analysis of the financial activities of JobsOhio for the fiscal years ended June 30, 2025 and 2024. 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 component units, JobsOhio Growth Capital ("JOGC"), Green Jobs Properties ("GJP"), and 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 basic financial statements.

Financial Highlights

- Total assets stayed relatively flat in the fiscal year ended June 30, 2025 from \$1,316,036 in the fiscal year ended June 30, 2024 to \$1,322,550 in the fiscal year ended June 30, 2025.
- Total liabilities decreased 11% in the fiscal year ended June 30, 2025 from \$510,290 in the fiscal year ended June 30, 2024 to \$453,203 in the fiscal year ended June 30, 2025.
- Operating and non-operating revenues increased 6% in the fiscal year ended June 30, 2025 when compared to the same time period one-year prior from \$340,260 in the fiscal year ended June 30, 2024 to \$359,058 in the fiscal year ended June 30, 2025.
- Total operating expenses increased 23% in the fiscal year ended June 30, 2025 when compared to the same time period one-year prior from \$240,056 in the fiscal year ended June 30, 2024 to \$295,457 in the fiscal year ended June 30, 2025.

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 JobsOhio Growth Capital, which makes debt and equity investments in companies with operations in Ohio. JobsOhio is also the sole member of Green Jobs Properties, which owns a warehouse. JobsOhio is also the sole member of the JobsOhio Beverage System, 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 \$69,250 and \$93,734 for the fiscal year ended June 30, 2025 and 2024, respectively.

During each of the fiscal years ended June 30, 2025 and 2024, JobsOhio received grants and contributions from JOBS totaling \$255,000. These grants comprise funding from operating income of the liquor franchise by JOBS.

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Management's Discussion and Analysis

June 30, 2025 and 2024

(In thousands)

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 component units, JOGC, GJP, and JOBS, and include the blended statement of net position; statement of revenues, expenses, and changes in net position; statement of cash flows and the related notes. This information is also presented in a non-blended format in the notes to basic financial statements.

The statement of net position provides information about assets and liabilities and reflects the financial position at 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.

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

Management's Discussion and Analysis

June 30, 2025 and 2024

(In thousands)

Financial Analysis

Net Position

	<u>June 30, 2025</u>	<u>June 30, 2024</u>
Assets:		
Current assets:		
Cash and cash equivalents - unrestricted	\$ 123,972	\$ 75,108
Cash and cash equivalents - restricted	10,929	10,567
Investments at fair value	844,528	898,514
Loans	12,607	11,135
Receivables, net of allowance for uncollectable accounts	12,213	19,969
Prepaid expenses	3,805	3,291
Due from related entities	1,191	1,140
Total current assets	<u>1,009,245</u>	<u>1,019,724</u>
Long-term assets:		
Equity method investments	171,769	206,520
Loans, net of loss allowance	135,301	85,469
Right-to-use lease assets, net of accumulated amortization	551	859
Right-to-use subscription assets, net of accumulated amortization	2,483	1,944
Capital assets, net of accumulated depreciation	3,137	1,459
Intangible asset - trademark, net of amortization	64	61
Total long-term assets	<u>313,305</u>	<u>296,312</u>
Total assets	<u>1,322,550</u>	<u>1,316,036</u>
Liabilities:		
Current liabilities:		
Accounts payable	6,658	4,545
Accrued liabilities - current portion	287,696	279,902
Community bank loan guarantee - current portion	-	4
Lease liability - current portion	408	389
Subscription liability - current portion	1,070	766
Revolving note - current portion	-	54,000
Total current liabilities	<u>295,832</u>	<u>339,606</u>
Long-term liabilities:		
Accrued liabilities	134,399	168,033
Lease liability	327	737
Subscription liability	56	102
Community bank loan guarantee	-	167
Port authority bond reserve	2,589	1,645
Revolving note	20,000	-
Total long-term liabilities	<u>157,371</u>	<u>170,684</u>
Total liabilities	<u>453,203</u>	<u>510,290</u>
Net position:		
Net investment in capital assets	4,310	2,268
Unrestricted	865,037	803,478
Total net position	<u>\$ 869,347</u>	<u>\$ 805,746</u>

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(A Component Unit of the State of Ohio)

Management's Discussion and Analysis

June 30, 2025 and 2024

(In thousands)

Current assets consist of cash in demand deposits, investments, prepaid expenses, receivable due from JOBS and GJP, as well as outstanding principal from loans to promote economic development due within the following twelve months. Current assets decreased 1% in the fiscal year ended June 30, 2025 from \$1,019,724 in the fiscal year ended June 30, 2024 to \$1,009,245 in the fiscal year ended June 30, 2025. The decrease was primarily due to a decrease in combined cash and investments and an increase in the allowance for uncollectable accounts.

Long-term assets consist of investments in subsidiary companies, outstanding principal from loans made for economic development programs due after the following twelve months, right-to-use lease assets, net of accumulated amortization, right-to-use subscription assets, net of accumulated amortization, capital assets, and an intangible asset for a trademark. Long-term assets increased 6% in the fiscal year ended June 30, 2025 from \$296,312 in the fiscal year ended June 30, 2024 to \$313,305 in the fiscal year ended June 30, 2025, primarily due to additional loans offset by a return of capital for equity method investments.

Current liabilities represent accounts payable, accrued liabilities, and the current portion of lease and subscription liabilities and a revolving note. Current liabilities decreased 13% in the fiscal year ended June 30, 2025 from \$339,606 in the fiscal year ended June 30, 2024 to \$295,832 in the fiscal year ended June 30, 2025. The decrease was primarily due to partially paying down the revolving note and an extension moving the balance to a long-term liability.

Long-term liabilities consist of amounts due for lease and subscription liabilities, a revolving note, the long-term portion of accrued grant expense, and an economic development program designed to support community banks and local Ohio port authorities. Long-term liabilities decreased 8% in the fiscal year ended June 30, 2025 from \$170,684 in the fiscal year ended June 30, 2024 to \$157,371 in the fiscal year ended June 30, 2025. The decrease was primarily due to the accrual of economic development program expense, offset by a long-term balance due for the revolving note.

Net position increased 8% for the fiscal year ended June 30, 2025, from a net position of \$805,746 in the fiscal year ended June 30, 2024 to a net position of \$869,347 as of the fiscal year ended June 30, 2025.

JOBSOHIO
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Management's Discussion and Analysis

June 30, 2025 and 2024

(In thousands)

Revenues, Expenses, and Changes in Net Position

The following is a summary of revenues, expenses, and changes in net position for the fiscal year ended June 30, 2025 and 2024:

	Year Ended June 30, 2025	Year Ended June 30, 2024
Operating revenues:		
Interest income - loans	\$ 3,942	\$ 3,539
Fees and other	10,812	11,055
Total operating revenues	<u>14,754</u>	<u>14,594</u>
Operating expenses:		
Economic development programs	148,790	138,798
Salaries and benefits	30,259	27,720
Economic development purchased services	18,229	16,850
Professional services	21,423	18,397
Insurance	311	345
Administrative and support	13,309	11,223
Marketing	63,136	26,723
Total operating expenses	<u>295,457</u>	<u>240,056</u>
Operating loss	<u>(280,703)</u>	<u>(225,462)</u>
Nonoperating revenues:		
Grants	255,000	255,000
Investment income	89,304	70,666
Total nonoperating revenues	<u>344,304</u>	<u>325,666</u>
Transfers-Internal activities	<u>-</u>	<u>5,000</u>
Change in net position	63,601	105,204
Net position, beginning of year	<u>805,746</u>	<u>700,542</u>
Net position, end of year	<u>\$ 869,347</u>	<u>\$ 805,746</u>

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 fiscal year ended June 30, 2025, total operating and nonoperating revenues were \$359,058, an increase of \$18,798 over the same time period one-year prior of \$340,260. This change is primarily due to an increase in investment income due to market performance.

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Management's Discussion and Analysis

June 30, 2025 and 2024

(In thousands)

Operating expenses increased by \$55,401 in the fiscal year ended June 30, 2025, from \$240,056 in the fiscal year ended June 30, 2024 to \$295,457 in the fiscal year ended June 30, 2025. This change is primarily due to the marketing campaign for talent attraction to Ohio.

JobsOhio experienced an increase in net position of \$63,601 in the fiscal year ended June 30, 2025, resulting in a net position of \$869,347. For the fiscal year ended June 30, 2024, there was an increase in net position of \$105,204. The major factor affecting these changes was the amount of economic development program expense.

Capital Asset Activity

Capital asset additions increased by \$1,007 in the fiscal year ended June 30, 2025 and were primarily due to expenses related to new website modules and the internal data analytics tools. Capital asset additions were \$1,191 in the fiscal year ended June 30, 2024. Refer to page 25 of the notes to the financial statements for further information on capital assets.

JobsOhio Growth Capital

JobsOhio Growth Capital ("JOGC") was formed as a nonprofit limited liability company on April 15, 2021, pursuant to and in accordance with Chapter 1705 of the Ohio Revised Code, as amended from time to time, and as superseded by Chapter 1706 of the Ohio Revised Code effective January 1, 2022 (the "LLCA"), with JobsOhio as the sole member. The purpose of JOGC is to make debt and equity investments in companies with operations in Ohio through the JobsOhio Growth Capital Program, to operate other programs supporting economic development in Ohio, and to engage in any lawful act or activity for which limited liability companies may be formed under the LLCA and to engage in any and all necessary or incidental activities, in all cases that support the not-for-profit purposes and activities of JobsOhio.

Green Jobs Properties

Green Jobs Properties ("GJP") was formed as a nonprofit limited liability company on September 11, 2020, pursuant to and in accordance with the LLCA, with JobsOhio as the sole member. The purpose of GJP is to own and lease a warehouse and to engage in any lawful act or activity for which limited liability companies may be formed under the LLCA and to engage in any and all necessary or incidental activities, in all cases that support the not-for-profit purposes and activities of JobsOhio.

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 Todd Bunce, Controller, at bunce@jobsohio.com.

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

Statement of Net Position

(In thousands)

	<u>June 30, 2025</u>
Assets:	
Current assets:	
Cash and cash equivalents - unrestricted	\$ 125,297
Cash and cash equivalents - restricted	226,874
Investments at fair value	866,823
Inventory	101,301
Loans	12,607
Receivables, net of allowance for uncollectable accounts	17,066
Prepaid expenses	10,496
Total current assets	<u>1,360,464</u>
Long-term assets:	
Other long-term investments, net of loss allowance	127,582
Loans, net of loss allowance	155,693
Capital assets, net of accumulated depreciation	74,414
Right-to-use lease assets, net of accumulated amortization	11,638
Right-to-use subscription assets, net of accumulated amortization	3,223
Intangible asset - liquor franchise, net of amortization	706,882
Intangible asset - trademark, net of amortization	76
Total long-term assets	<u>1,079,508</u>
Total assets	<u>2,439,972</u>
Deferred outflow of resources:	
Deferred outflow of hedging derivative instruments	587
Total deferred outflow of resources	<u>587</u>
Liabilities:	
Current liabilities:	
Accounts payable	47,780
Accrued liabilities - current portion	396,888
Special obligation bonds payable - current portion	91,560
Bond interest payable	25,496
Lease liability - current portion	3,058
Subscription liability	1,387
Note payable - current portion	1,000
Total current liabilities	<u>567,169</u>
Long-term liabilities:	
Accrued liabilities	134,399
Special obligation bonds payable	1,206,670
Lease liability	9,206
Subscription liability	394
Port authority bond reserve	2,589
Derivative instruments - interest rate swap	587
Revolving note	20,000
Note payable	50,684
Total long-term liabilities	<u>1,424,529</u>
Total liabilities	<u>1,991,698</u>
Net position:	
Net investment in capital assets	23,546
Unrestricted	425,315
Total net position	<u>\$ 448,861</u>

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

Statement of Revenues, Expenses, and Changes in Net Position

(In thousands)

	Year Ended June 30, 2025
Operating revenues:	
Net liquor sales	\$ 1,705,845
Distribution center revenue	8,353
Interest income - loans	4,958
Fees and other	494
Total operating revenues	<u>1,719,650</u>
Operating expenses:	
Cost of goods sold	1,019,628
Sales commissions	105,646
Liquor gallonage taxes	54,240
Amortization of intangible asset - liquor franchise	42,876
Amortization of intangible asset - trademark	1
Service fees	15,445
Supplemental Payment	69,250
Loss on investments	232
Economic development programs	151,868
Salaries and benefits	30,259
Economic development purchased services	18,229
Professional services	37,961
Insurance	1,097
Administrative and support	29,969
Marketing	74,165
Total operating expenses	<u>1,650,866</u>
Operating income	<u>68,784</u>
Nonoperating revenues (expenses):	
Bond interest, net	(52,788)
Investment income	89,304
Other, net	7,363
Total nonoperating revenues	<u>43,879</u>
Change in net position	<u>112,663</u>
Net position, beginning of year	<u>336,198</u>
Net position, end of year	<u><u>\$ 448,861</u></u>

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

Statement of Cash Flows

(In thousands)

	Year Ended
	June 30, 2025
Cash flows from operating activities:	
Receipts from fees and other	\$ 5,533
Receipts from customers	1,705,909
Receipts from suppliers	8,464
Payments to employees	(29,863)
Payments to suppliers	(1,145,355)
Payments for economic development programs	(237,620)
Payments for commissions	(102,771)
Receipts from sales taxes	102,379
Payments for sales tax collections to State and county	(102,946)
Payments for gallonage tax collections to State	(54,442)
Payments for servicing fees	(16,684)
Payments for Supplemental Payment to State	(93,734)
Payments for property tax	(191)
Net cash used in operating activities	<u>38,679</u>
Cash flows from noncapital financing activities:	
Payments for other nonoperating expenses	(99)
Net cash used in noncapital financing activity	<u>(99)</u>
Cash flows from capital and related financing activities:	
Payments for bond principal	(87,955)
Payments for bond interest	(54,585)
Proceeds from note payable	51,765
Payments for debt closing costs	(414)
Payments for note payable principal	(81)
Payments for note payable interest	(279)
Receipts on interest rate swap	27
Acquisition of capital assets	(17,826)
Payments for right-to-use lease assets	(4,659)
Payments for right-to-use subscription assets	(4,333)
Receipts from revolving note	33,500
Payments for revolving note	(70,395)
Net cash used in capital and related financing activities	<u>(155,235)</u>
Cash flows from investing activities:	
Purchases of direct equity investments	(10,443)
Conversion of loans to equity	(226)
Proceeds from loan conversion	(31)
Dividends and interest income	72,852
Purchases of investments	(408,949)
Proceeds from maturities of investments	485,388
Net cash provided by investing activities	<u>138,591</u>
Net decrease in cash and cash equivalents	21,936
Cash and cash equivalents, beginning of year	<u>330,235</u>
Cash and cash equivalents, end of year	<u>\$ 352,171</u>
Reconciliation of operating income to net cash used in operating activities:	
Operating income	\$ 68,784
Adjustments to reconcile operating income to net cash used in operating activities:	
Amortization of intangible asset - liquor franchise	42,876
Amortization of intangible asset - trademark	1
Increase in intangible asset - trademark	(6)
Depreciation and amortization expense	4,486
Amortization of right-to-use lease assets	4,006
Amortization of right-to-use subscription assets	3,885
Increase in loans	(38,006)
Decrease in loan valuation allowance	(10,104)
Loans converted to equity	(7,295)
Loss on investments	263
Interest expense	4,377
Debt closing costs	414
Decrease in inventory	5,867
Decrease in receivables, net of allowance for doubtful accounts	7,785
Increase in prepaid expenses	(1,410)
Increase in accounts payable	17,509
Decrease in community bank guarantee	(171)
Increase in port authority bond fund	944
Decrease in accrued liabilities	(65,526)
Total adjustments	<u>(30,105)</u>
Net cash used in operating activities	<u>\$ 38,679</u>
Noncash capital and related financing activities:	
Purchases of capital assets on account	\$ 743

See accompanying notes to financial statements

JOBSOHIO
(A Component Unit of the State of Ohio)

Notes to Basic Financial Statements

(In thousands)

(1) Summary of Significant Accounting Policies

(a) Organization

JobsOhio was formed as a nonprofit corporation 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. Under GASB Statement No. 14, *The Financial Reporting Entity*, this qualifies officials of the state of Ohio’s primary government as a related organization. The State is not entitled to JobsOhio’s resources, nor obligated to finance JobsOhio’s deficits or to pay JobsOhio’s debts, and the State is not entitled to modify or approve JobsOhio’s budget, policies or any fees charged by JobsOhio.

The accompanying financial statements include the accounts of JobsOhio Growth Capital (“JOGC”), Green Jobs Properties (“GJP”), and JobsOhio Beverage System (“JOBS”), its component units (collectively the “Entity”). JOGC, GJP, and JOBS are considered blended component units of JobsOhio.

JOGC was formed as a nonprofit limited liability company on April 15, 2021, pursuant to and in accordance with Chapter 1705 of the Ohio Revised Code, as amended from time to time, and as superseded by Chapter 1706 of the Ohio Revised Code effective January 1, 2022 (the “LLCA”), with JobsOhio as the sole member. The purpose of JOGC is to make debt and equity investments in companies with operations in Ohio through the JobsOhio Growth Capital Program, to operate other programs supporting economic development in Ohio, and to engage in any lawful act or activity for which limited liability companies may be formed under the LLCA and to engage in any and all necessary or incidental activities, in all cases that support the not-for-profit purpose and activities of JobsOhio.

GJP was formed as a nonprofit limited liability company on December 19, 2023, pursuant to and in accordance with the LLCA, with JobsOhio as the sole member. The purpose of GJP is to own and lease a warehouse and to engage in any lawful act or activity for which limited liability companies may be formed under the LLCA and to engage in any and all necessary or incidental activities, in all cases that support the not-for-profit purposes and activities of JobsOhio.

JOBS is governed by a Board of Directors appointed by JobsOhio as the sole member of JOBS. 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 a tax-exempt organization 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 of Ohio to fund economic development activities by JobsOhio, its sole member. On February 12, 2025, the Ohio Controlling Board approved an agreement

JOBSOHIO
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Notes to Basic Financial Statements

(In thousands)

between JobsOhio and the Ohio Office of Budget and Management which effectuated a 15-year extension of the JobsOhio Beverage System's liquor franchise term. As a result, the termination date of the franchise is 40 years from February 1, 2013. See Note 1(u), below, for information on this transaction.

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

(b) Basic 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 statement of net position; statement of revenues, expenses, and changes in net position; statement of cash flows; and notes to basic financial statements.

(c) Measurement Focus and Basis of Accounting

The Entity 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 and certificate of deposits with maturities of six months or less.

(f) Restricted Assets

In accordance with a Master Trust Indenture and related agreements associated with JOBS' bond issuances, 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.

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(In thousands)

(h) Other long-term investments

Other long-term investments represent equity holdings in unrelated companies. These holdings were direct equity investments or originally recognized as loan receivable balances and converted to investments upon borrowers achieving certain criteria. Other long-term investments are carried at cost at time of purchase, less the allowance for equity investment losses.

(i) Allowance for equity investment losses

The allowance for equity investment losses is established, as necessary, based on past experience and other factors which, in management's judgment, deserve current recognition in estimating future equity investment losses. Management's estimate considers such factors as portfolio company reporting, communication with portfolio companies, and communication with other co-investors. 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. At June 30, 2025, the amount of allowance for equity investment losses was \$0, and is reported in the Entity's statement of net position as part of "other long-term investments, net of loss allowance".

(j) 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 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 statement 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 June 30, 2025 was \$15,566.

(k) Loans

Loans are carried at the unpaid principal balance outstanding, less the allowance for estimated loan losses.

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They are included in current assets, except for maturities greater than twelve months after the statement of net position date, which are classified as long-term assets.

(l) 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 June 30, 2025, the amount of allowance for loan losses was \$18,450, and is reported in the Entity's statement of net position as part of "loans, net of loss allowance".

(m) Receivables

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

(n) 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 the allowance may be necessary. At June 30, 2025, the amount of allowance for uncollectable accounts was \$12,309 and is reported in the Entity's statement of net position as part of "receivables, net of allowance for uncollectable accounts".

(o) 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.

(p) Intangible Assets

The intangible asset represents both an exclusive franchise for the sale of spirituous liquor in the State, as well as a trademarks for the OHLQ logos and slogans. The liquor franchise is amortized on a straight-line basis over the term of the franchise. The original franchise term of 25 years was updated to 40 years effective February 2025. Amortization expense for the liquor franchise for the fiscal year ended June 30, 2025 was \$42,876.

(q) Capital Assets

Capital assets, which include property and equipment, are reported in the basic financial statements. The

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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, less accumulated depreciation.

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

Software	3 – 5 years
Furniture and fixtures	3 – 10 years
Leasehold improvements	Lesser of 10-year amortization period or lease term
Equipment	3 – 10 years
Building	40 years

(r) 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. This includes right-to-use lease and subscription assets, net of accumulated amortization, less the corresponding lease and subscription liabilities.
- Restricted – consists of net position that is legally restricted externally by creditors, contributors, laws, or regulations or internally by enabling legislation.
- Unrestricted – consists of net position that does not meet the definition of net investment in capital assets or restricted.

The Entity's restricted assets relate to the debt service and other amounts owed as required by the debt service agreements and are reported as part of "cash and cash equivalents – restricted" on the statement of net position. However, such amounts are always less than or equal to the liabilities that are used in the calculation of the restricted assets. As a result, the restricted component of net position, as defined above, would be negative or zero, and it would be irrelevant to present this line separately if the balance is negative (deficit) or zero.

(s) 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 under the authority of the liquor franchise sold to the Entity by the State on February 1, 2013, as well as rebates on those sales. Included are revenues for services performed in the distribution centers related to receiving and preparing product for distribution, as well as loan application fees and loan interest.
- "Operating expenses" includes all expenses resulting from transactions and activities, other than

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financing and investing activities, related to the distribution, merchandising, and sale of spirituous liquor in the State under the authority of the liquor franchise sold to the Entity by the State on February 1, 2013, 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 loan and grant programs for private businesses in the State to support economic development. For the fiscal year ended June 30, 2025, the Entity issued grants for such purposes, reported in the Entity's statement 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. The Entity also charges an annual service fee, which is used to offset the administrative management of the loan. Total revenue from application fees and service fees received during the fiscal year ended June 30, 2025 was \$123. Revenue from application and service fees are included in the Entity's statement of revenues, expenses, and changes in net position as "Fees and other."

(t) 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 claims have been submitted, settled claims have not exceeded commercial coverage.

(u) 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 and subsequently amended by the First Amendment to the Franchise and Transfer Agreement terminates 40 years from February 1, 2013. During the term of the franchise, the Entity is responsible for operating the "Liquor Business," as that term is defined in the Transfer Agreement, while the State will, under contract with the Entity, perform

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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 (\$367,133 for fiscal year ended June 30, 2025)), 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 fiscal year ended June 30, 2025 was \$69,250.

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 fiscal year ended June 30, 2025 was \$15,445.

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 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.

(v) 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.

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(w) *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	4 weeks
3 - 6	5 weeks
7+	6 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.

(x) *Derivative Instruments*

Derivative instruments are reported at fair value. The Entity has entered into an interest rate swap agreement that is considered an effective hedging derivative. Changes in fair value of this instrument are reported as deferred outflows or deferred inflows in the statement of net position.

(y) *Accounting Pronouncements*

GASB Statement No. 101, *Compensated Absences*, updates the recognition and measurement guidance for compensated absences. The requirements of this Statement result in a liability for compensated absences that more appropriately reflects when an obligation is incurred. The requirements have been implemented for the fiscal year ended June 30, 2025. There was no material impact as a result of this implementation.

GASB Statement No. 102, *Certain Risk Disclosures*, provides users of governmental financial statements with essential information about risks related to a government's vulnerabilities due to certain concentrations or constraints. The requirements of this Statement have been implemented for the fiscal year ended June 30, 2025. The implementation resulted in no disclosures.

(z) *New Accounting Pronouncements*

GASB Statement No. 103, *Financial Reporting Model Improvements*, improves the key components of the financial reporting model to enhance effectiveness in providing information that is essential for decision making and assessing a government's accountability. The requirements of this Statement are effective for financial statements for fiscal years beginning after June 15, 2025. The Entity is assessing the impact of GASB Statement No. 103 to its financial statements and will implement in the timeline required by GASB.

GASB Statement No. 104, *Disclosure of Certain Capital Assets*, updates the requirement for disclosing capital assets by requiring certain types of capital assets to be disclosed separately in the capital asset note.

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The requirements of this Statement are effective for financial statements for fiscal years beginning after June 15, 2025. The Entity is assessing the impact of GASB Statement No. 104 to its financial statements and will implement in the timeline required by GASB.

(aa) Subsequent Events

The Entity has evaluated subsequent events through September 26, 2025, the date of basic financial statement issuance, to determine if either recognition or disclosure of significant events or transactions was required. No additional subsequent events requiring additional disclosure were identified.

(2) Detailed Notes on Activities and Funds

(a) Assets

1. Cash Deposits and Investments with Financial Institutions

The Entity is not subject to statutory restrictions on deposits or investments on certain accounts. All deposit and investment activity are 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 June 30, 2025 \$95,005 was insured through the Federal Deposit Insurance Corporation (FDIC). The remaining \$69,382 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 amount invested in the money market mutual fund was \$162,521 as of June 30, 2025.

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 June 30, 2025.

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,

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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, costs of bond issuance, and Supplemental Payments.

The following funds have been established by the Indenture:

Fund	Fund custody	June 30, 2025	
		Unrestricted	Restricted
Revenue fund	Trustee	\$ -	\$ 14,019
Operations fund	Entity	-	27,757
Debt service fund	Trustee	-	80,510
General purpose fund	Entity	-	53
Supplemental Payment reserve fund	Trustee	-	67,992
Port authority fund	Entity	-	10,929
Total funds required by indenture		-	201,260
Cash		125,297	-
Cash held at fiscal agents		-	25,611
Other		-	3
Total cash and cash equivalents		<u>\$ 125,297</u>	<u>\$ 226,874</u>

2. Cash with Fiscal Agents

As indicated in note 1(j) 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 June 30, 2025 was \$25,611. 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 statement, as adopted by the Board, is the basis for all investment activity. Authorized investments under the Board policy include cash and cash equivalents, investment-grade bonds, high yield bank loans, high yield bonds, emerging market bonds, United States public equities, international public equities, private real estate, and private equity.

The Entity categorizes its fair value measurements within the fair value hierarchy established by GAAP. 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.

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The following is a summary of the investments by fair value category as of June 30, 2025:

	June 30, 2025	Fair Value Measurements Using			
		Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)	NAV as Practical Expedient (NAV)
U.S. government obligations	\$ 92,581	\$ 16,968	\$ 75,613	\$ -	\$ -
U.S. government agency obligations	91,589	-	91,589	-	-
Non agency obligations	64,331	-	64,331	-	-
Other government obligations	7,254	-	7,254	-	-
International bonds	1,526	-	1,526	-	-
Corporate bonds	122,725	-	122,725	-	-
Equities	16,027	16,027	-	-	-
Bond mutual funds	321,626	307,642	-	-	13,984
Equity mutual funds	31,502	-	-	-	31,502
Corporate bond and note funds	65,395	-	-	-	65,395
Real estate funds	22,757	-	-	-	22,757
Private equity	29,510	-	-	-	29,510
Total	<u>\$ 866,823</u>	<u>\$ 340,637</u>	<u>\$ 363,038</u>	<u>\$ -</u>	<u>\$ 163,148</u>

Investments classified in Level 1 of the fair value hierarchy 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 the investment managers.

Investments classified at NAV are excluded from the fair value hierarchy. These assets are valued via capital account statements.

The Entity may, from time to time, have investments where the funds have been sent to the investment managers, but the investment transaction has not settled as of the end of the financial statement period. These investments are referred to as investments in transit. The Entity had investments in transit of \$0 as of June 30, 2025.

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.

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As of June 30, 2025, the maturities of the Entity's investments are as follows:

	Fair Value	Investment maturity			
		1 year or less	Between 1 and 5 years	Between 5 and 10 years	More than 10 years
U.S. government obligations	\$ 92,581	\$ 7,710	\$ 46,130	\$ 31,828	\$ 6,913
U.S. government agency obligation:	91,589	405	1,545	3,586	86,053
Non agency obligations	64,331	772	11,631	12,652	39,276
Other government obligations	7,254	510	4,203	257	2,284
International bonds	1,526	-	1,430	96	-
Corporate bonds	122,725	3,219	50,733	44,946	23,827
Total	<u>\$ 380,006</u>	<u>\$ 12,616</u>	<u>\$ 115,672</u>	<u>\$ 93,365</u>	<u>\$ 158,353</u>

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 June 30, 2025:

	Fair Value	AAA	AA+	AA	AA-	A+	A	A-	BBB+	BBB	BBB-	BB+	BB	Not Rated
U.S. government obligations	\$92,581	\$ -	\$37,389	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 55,192
U.S. government agency obligations	91,589	-	60,464	-	-	-	-	-	-	-	-	-	-	31,125
Non agency obligations	64,331	37,423	5,337	401	1,111	1,440	2,218	3,272	1,725	3,647	5,660	-	-	2,097
Other government obligations	7,254	1,466	621	2,396	1,737	1,034	-	-	-	-	-	-	-	-
International bonds	1,526	-	-	-	305	197	255	769	-	-	-	-	-	-
Corporate bonds	122,725	8,068	4,641	3,267	8,064	10,751	20,958	26,051	15,221	16,225	8,805	446	228	-
Total	<u>\$380,006</u>	<u>\$ 46,957</u>	<u>\$ 108,452</u>	<u>\$ 6,064</u>	<u>\$ 11,217</u>	<u>\$ 13,422</u>	<u>\$ 23,431</u>	<u>\$ 30,092</u>	<u>\$ 16,946</u>	<u>\$ 19,872</u>	<u>\$ 14,465</u>	<u>\$ 446</u>	<u>\$ 228</u>	<u>\$ 88,414</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, 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 \$866,823 as of June 30, 2025 are uninsured and held in the name of its investment managers.

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Investment activity for the fiscal year ended June 30, 2025 is summarized as follows:

	Balance, July 1, 2024	Purchases	Maturities	Accrued income (loss)	Balance, June 30, 2025
U.S. government obligations	\$ 177,136	\$ 231,702	\$ (319,201)	\$ 2,944	\$ 92,581
U.S. government agency obligations	83,216	14,173	(259)	(5,541)	91,589
Non agency obligations	68,115	23,023	(3,785)	(23,022)	64,331
Other government obligations	10,974	250	(4,188)	218	7,254
International bonds	2,028	649	(1,166)	15	1,526
Corporate bonds	128,006	46,624	(53,914)	2,009	122,725
Equities	17,505	4,141	(7,316)	1,697	16,027
Bond mutual funds	275,295	85,459	(73,067)	33,939	321,626
Equity mutual funds	47,074	-	(22,064)	6,492	31,502
Corporate bond and note funds	60,467	-	-	4,928	65,395
Real estate funds	22,231	-	-	526	22,757
Private equity	23,842	2,928	(428)	3,168	29,510
Total	<u>\$ 915,889</u>	<u>\$ 408,949</u>	<u>\$ (485,388)</u>	<u>\$ 27,373</u>	<u>\$ 866,823</u>

Interest income accrues on U.S. government and agency bonds over the bond term. Interest income is redeemed upon bond maturity. Loss realized from maturities during the fiscal year ended June 30, 2025 totaled \$6,158. Interest on public corporate income securities accrues over the term of the holding and is redeemed at various times until maturity. Accrued gain of \$27,373 as of June 30, 2025 represents unrealized bond interest earned, but not redeemed. Accrued income increases bond value, which is reported at fair value in the financial statements.

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4. Capital Assets

Capital assets activity for the fiscal year ended June 30, 2025 is as follows:

	Balance, July 1, 2024	Additions	Reductions	Balance, June 30, 2025
Furniture and fixtures	\$ 758	\$ 467	\$ -	\$ 1,225
Leasehold improvements	10,206	14,051	(1,798)	22,459
Software	20,103	4,814	-	24,917
Equipment	476	334	-	810
Land	5,930	-	-	5,930
Building	50,176	-	-	50,176
	<u>87,649</u>	<u>19,666</u>	<u>(1,798)</u>	<u>105,517</u>
Total capital assets				
Less: accumulated depreciation				
Furniture and fixtures	(745)	(17)	-	(762)
Leasehold improvements	(9,536)	(417)	-	(9,953)
Software	(15,613)	(2,668)	-	(18,281)
Equipment	(200)	(130)	-	(330)
Building	(523)	(1,254)	-	(1,777)
	<u>(26,617)</u>	<u>(4,486)</u>	<u>-</u>	<u>(31,103)</u>
Total accumulated depreciation				
Total capital assets, net	<u>\$ 61,032</u>	<u>\$ 15,180</u>	<u>\$ (1,798)</u>	<u>\$ 74,414</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.

The Entity also established a Growth Capital program to support early-stage companies in their efforts to promote economic development across the State. The Growth Capital program was principally designed to provide loans to companies that are convertible to equity in the event the borrower meets certain qualified financing requirements. As of June 30, 2025, 45 loans associated with the Growth Capital program are outstanding, totaling \$20,392 net of loss allowance of \$2,266, and are included in Loans, net of loss allowance. The terms of the loans outstanding as of June 30, 2025 provide for disbursements of up to \$22,756. The outstanding balance of the commitments as of June 30, 2025 was \$98.

The remaining loans receivable balance of \$147,908 as of June 30, 2025 relates to 74 outstanding loans, and is net of loss allowance of 16,184. The current portion of the loans receivable balance of \$12,607

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(In thousands)

as of June 30, 2025 represent principal payments due within the following twelve months. The terms of the loans outstanding as of June 30, 2025 provide for disbursements of up to \$252,640. The outstanding balance of the commitments as of June 30, 2025 were \$38,336.

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 \$18,450 as of June 30, 2025.

6. Accounts Receivable Balances

Accounts receivable comprise amounts due from liquor agency stores, liquor vendors, and an interest rate swap counterparty, as well as clawbacks on economic development programs. The amounts due from liquor agency stores and liquor vendors are attributable to inventory adjustments from store audits, store manager adjustments, distribution center services, and other miscellaneous claims. The amounts due for clawbacks on economic development programs are related to grantees not meeting agreed commitments. Accounts receivable also includes interest receivable on investments and loans. Accounts receivable balance of \$17,066 as of June 30, 2025 is net of allowance for uncollectable accounts of \$12,309.

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 \$5,961 of service fees to the Ohio Department of Commerce as of June 30, 2025.

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 and was updated to 40 years with the First Amendment of the Franchise and Transfer Agreement in February 2025. Amortization expense was \$42,876 for the fiscal year ended June 30, 2025. No impairment of the intangible asset existed as of June 30, 2025.

The extension of the liquor franchise in February 2025 constitutes a change in accounting estimate. The change in accounting estimate is the result of the useful life and amortization period of the intangible asset – liquor franchise extending from an original term of 25 years to 40 years to align the value of the

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underlying intangible asset with its measurement period.

Intangible asset – liquor franchise activity for the fiscal year ended June 30, 2025 is as follows:

	<u>Balance, July 1, 2024</u>	<u>Additions</u>	<u>Reductions</u>	<u>Balance, June 30, 2025</u>
Liquor franchise	\$ 1,379,924	\$ -	\$ -	\$ 1,379,924
Less: Accumulated amortization	<u>(630,166)</u>	<u>(42,876)</u>	<u>-</u>	<u>(673,042)</u>
Liquor franchise, net of amortization	<u>\$ 749,758</u>	<u>\$ (42,876)</u>	<u>\$ -</u>	<u>\$ 706,882</u>

9. Leases

The Entity has entered into several lease agreements. The lease agreements include property lease agreements for distribution centers and office space as well as equipment lease agreements for copiers and warehouse and transportation equipment. The leases do not contain any variable payments, residual value guarantees, or commitments before commencement of the lease terms. No impairment of the right-to-use lease assets existed as of June 30, 2025.

Right-to-use lease asset activity for the fiscal year ended June 30, 2025 is as follows:

	<u>Balance, July 1, 2024</u>	<u>Additions</u>	<u>Reductions</u>	<u>Balance, June 30, 2025</u>
Property	\$ 12,090	\$ -	\$ -	\$ 12,090
Equipment	<u>7,548</u>	<u>1,254</u>	<u>(622)</u>	<u>8,180</u>
Total right-to-use lease assets being amortized	<u>19,638</u>	<u>1,254</u>	<u>(622)</u>	<u>20,270</u>
Less: Accumulated amortization				
Property	(3,517)	(2,842)	-	(6,359)
Equipment	<u>(1,731)</u>	<u>(1,164)</u>	<u>622</u>	<u>(2,273)</u>
Total accumulated amortization	<u>(5,248)</u>	<u>(4,006)</u>	<u>622</u>	<u>(8,632)</u>
Total right-to-use lease assets being amortized, net	<u>\$ 14,390</u>	<u>\$ (2,752)</u>	<u>\$ -</u>	<u>\$ 11,638</u>

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Lease liability activity for the fiscal year ended June 30, 2025 is as follows:

	<u>Balance, July 1, 2024</u>	<u>Additions</u>	<u>Reductions</u>	<u>Balance, June 30, 2025</u>	<u>Current portion</u>
Total lease liability	\$ 14,882	\$ 1,229	\$ (3,847)	\$ 12,264	\$ 3,058

Interest expense on the lease liabilities for the fiscal year ended June 30, 2025 totaled \$780. Future principal and interest requirements on the lease liabilities are as follows as of June 30, 2025:

Year ending June 30:	<u>Principal</u>	<u>Interest</u>	<u>Total</u>
2026	\$ 3,060	\$ 651	\$ 3,711
2027	2,869	486	3,355
2028	2,659	321	2,980
2029	2,409	152	2,561
2030	1,179	44	1,223
2031	88	-	88
Total	<u>\$ 12,264</u>	<u>\$ 1,654</u>	<u>\$ 13,918</u>

10. Subscription-Based Information Technology Arrangements

The Entity has entered into subscription-based information technology arrangements (“SBITAs”). The SBITAs include various software-as-a-service agreements. The subscriptions do not contain any variable payments, residual value guarantees, or commitments before commencement of the subscription terms. No impairment of the right-to-use subscription assets existed as of June 30, 2025.

Right-to-use subscription asset activity for the fiscal year ended June 30, 2025 is as follows:

	<u>Balance, July 1, 2024</u>	<u>Additions</u>	<u>Reductions</u>	<u>Balance, June 30, 2025</u>
Total right-to-use subscription assets	\$ 7,110	\$ 4,657	\$ (4,461)	\$ 7,306
Less: Accumulated amortization	(4,659)	(3,885)	4,461	(4,083)
Total right-to-use subscription assets being amortized, net	<u>\$ 2,451</u>	<u>\$ 772</u>	<u>\$ -</u>	<u>\$ 3,223</u>

Subscription liability activity for the fiscal year ended June 30, 2025 is as follows:

	<u>Balance, July 1, 2024</u>	<u>Additions</u>	<u>Reductions</u>	<u>Balance, June 30, 2025</u>	<u>Current portion</u>
Total subscription liability	\$ 1,297	\$ 3,987	\$ (3,503)	\$ 1,781	\$ 1,387

Interest expense on the subscription liabilities for the fiscal year ended June 30, 2025 totaled \$134.

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Future principal and interest requirements on the subscription liabilities are as follows as of June 30, 2025:

Year ending June 30:	<u>Principal</u>	<u>Interest</u>	<u>Total</u>
2026	1,387	107	1,494
2027	394	26	420
Total	<u>\$ 1,781</u>	<u>\$ 133</u>	<u>\$ 1,914</u>

(b) Liabilities

1. Accrued Liabilities

Accrued liabilities reported as of June 30, 2025 are as follows:

	<u>June 30, 2025</u>
Economic development programs	\$ 417,733
Liquor purchases	4,032
Agency commissions	19,346
Taxes	12,677
Supplemental Payment	69,250
Professional services	4,840
Liquor operations	870
Payroll and benefits	1,044
Paid time off	712
Interest expense	431
Other	352
Total	<u>\$ 531,287</u>

2. Economic Development Programs

The Entity operates a portfolio of grant programs and initiatives to encourage economic development within the State. These comprise:

- 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.

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- 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 Center Grants – The Research and Development Center grant program provides opportunity to collaborate and partner on new discoveries that can further companies' competitive advantage and impact their respective industries.
- Talent Acquisition Services – The Talent Acquisition Services program helps identify a company's talent challenges and builds sustainable talent recruitment strategies that support every stage of the candidate journey. Talent Acquisition Services are generally provided to select, qualified companies on an in-kind basis.
- Innovation District Grants – Innovation District grants provide funds for Innovation Districts in Cincinnati, Cleveland and Columbus in support of research growth, STEM talent expansion and large-scale, mixed-use developments adjacent to major academic and medical research institutions to promote economic development growth.
- Small Business Grants – The Small Business grant program provides financial support for small businesses located in qualifying zip codes and/or owned by minorities, women, veterans, and people with disabilities.
- Speculative Site Development Grants – The Ohio Site Inventory Program (OSIP) offers funding to support speculative site and building development projects with no identified end user.
- Vibrant Community Grants – The Vibrant Community grant program was established to assist distressed small and medium sized communities with the implementation of catalytic development projects that fulfill a market need and represent a significant reinvestment in areas that have struggled to attract new investment.
- Pre-Project Planning Program – The Pre-Project Planning Program offers targeted technical assistance to address gaps in capacity and expertise to ultimately generate more Vibrant Communities projects across the state. Technical assistance is generally provided to select, qualified entities on an in-kind basis.
- Air Service Restoration Program – The Air Service Restoration program provides commercial airports the opportunity to grow air service opportunities for economic development.

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- **Broadband Access Grants** – Broadband Access grants fund the construction and maintenance of telecommunication sites to enable broadband wireless access in Ohio’s underrepresented communities to ensure equitable education, economic opportunity, and access to advanced digital services.

As of June 30, 2025, the Entity had executed 2,737 grants, including 981 economic development grants, 512 workforce grants, 375 revitalization grants, 36 research and development center grants, 11 innovation district grants, 676 small business grants, 107 speculative site development grants, 38 vibrant community grants, and 1 broadband access grant with a total committed amount of \$2,307,798. As of June 30, 2025, the Entity had \$922,808 in committed, but unpaid grants. The grants are historically funded on a reimbursement basis where the grantee must provide documentation illustrating where applicable costs have been incurred.

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 statement of net position. Some of the economic development programs which have been accrued have terms that result in payment to be made outside of the subsequent twelve months, resulting in a long-term liability. The accrued economic development program expense was \$408,950 as of June 30, 2025.

3. Economic Development Programs – Community Banks Loan Guarantee

The Entity partnered with two community banks in Ohio to bolster their lending capability to assist small, lifestyle businesses. The Entity is providing a loan guarantee of up to \$50,000 to support the banks in the event of default on the additional lending to their borrowers.

As of June 30, 2025, the community banks had provided loans totaling \$11,166. The outstanding commitment for the program as of June 30, 2025 was \$0. As of June 30, 2025, there were 2 defaults totaling \$107. The Entity estimates that the program will have a default rate of 10%. The Entity recognized an expense associated with the program of \$(171) in the fiscal year ended June 30, 2025, respectively, which is included in economic development programs expense. The Entity recorded liabilities associated with the program totaling \$0 as of June 30, 2025.

4. Economic Development Programs – Port Authority Bond Fund

The Entity has partnered with six local port authorities in Ohio to bolster their ability to issue bonds to finance the costs of port authority facilities to enhance, foster, aid, provide or promote transportation, economic development, housing, recreation, education, government operations, culture, research industry, and commerce and create and preserve jobs and employment opportunities. The Entity is

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pledging up to \$50,000 to secure the repayment of bonds in the event of the borrower's inability to make a payment. Restricted cash in support of this program totaled \$10,929 as of June 30, 2025.

As of June 30, 2025, the port authorities issued bonds totaling \$258,905. The Entity estimates that the program will have a default rate of 1% and recorded a long-term liability of \$2,589, as of June 30, 2025. As of June 30, 2025 there were no defaults on the issued bonds and no payments made from the reserve. For the fiscal year ended June 30, 2025, the Entity recognized an expense associated with the program of \$944, which is included in economic development programs expense.

5. 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 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 Great-West 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 and updated in January 2020. For the fiscal year ended June 30, 2025, the total 401(k) match expense was \$873, on total employee contributions of \$1,812. As of June 30, 2025, accrued employee 401(k) deferrals and accrued employer match was \$0 and is included in the statement of net position as accrued liabilities.

6. Commitments and Contingencies – Litigation

No litigation is currently pending against the Entity.

7. Long-Term Liabilities

Special Obligation Bonds Payable

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 maturities that range from one to 25 years.

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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 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.

On February 1, 2023, JOBS issued special obligation revenue bonds to provide funding for economic development programs of and projects by JobsOhio and to pay costs of issuance of the bonds. 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 10 years.

JobsOhio Beverage System Statewide Senior Lien Liquor Profits Taxable Revenue Bonds, Series 2013B; JobsOhio Beverage System Statewide Senior Lien Liquor Profits Taxable Revenue Bonds Series 2020A; and JobsOhio Beverage System Statewide Senior Lien Liquor Profits Taxable Revenue Bonds Series 2023 outstanding at June 30, 2025 are as follows:

Special obligation bonds	Original issue date	Outstanding as of June 30, 2025	Interest rates to maturity	Final maturity
Series 2013B	Feb. 2013	\$ 645,845	4.0% – 4.5%	2035
Series 2020A	Feb. 2020	\$ 359,555	2.0% – 2.8%	2038
Series 2023	Feb. 2023	\$ 292,830	4.4%	2033

The bonds have maturities that started in 2015 and continue through 2038. Maturities due within one year as of June 30, 2025 are \$91,560. 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.

Debt service requirements related to the bonds as of June 30, 2025 are as follows:

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	<u>Principal</u>	<u>Interest</u>	<u>Total</u>
Year ending June 30:			
2026	\$ 91,560	\$ 50,992	\$ 142,552
2027	95,320	47,246	142,566
2028	99,235	43,344	142,579
2029	103,320	39,276	142,596
2030	107,570	35,038	142,608
2031 - 2035	523,250	100,878	624,128
2036 - 2038	277,975	15,897	293,872
Total	<u>\$ 1,298,230</u>	<u>\$ 332,671</u>	<u>\$ 1,630,901</u>
Less current portion	<u>(91,560)</u>		
Total debt, long-term portion	<u>\$ 1,206,670</u>		

Debt service activity for the fiscal year ended June 30, 2025 is as follows:

	<u>Balance, July 1, 2024</u>	<u>Additions</u>	<u>Reductions</u>	<u>Balance, June 30, 2025</u>	<u>Current portion</u>
Bond principal	\$ 1,386,185	\$ -	\$ (87,955)	\$ 1,298,230	\$ 91,560

Bonds are subject to redemption prior to their stated maturity dates at the option of JOBS, in whole or in part on any date on or after January 1, 2024, 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 2020A 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. Series 2023 Bonds maturing in 2033 are subject to mandatory sinking fund redemption on January 1, 2024, 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.

Direct Borrowings and Direct Payments – Revolving Note

The Entity entered into a Revolving Note agreement with The Huntington National Bank in July 2022. Under the terms of the note, the Entity can borrow up to \$125,000 with an interest rate of SOFR plus

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1.05%. The note has a maturity date of May 1, 2027. The Entity has pledged certain Investments at Fair Value as collateral for the note. As of June 30, 2025, the amount of unused credit was \$105,000.

Revolving note activity for the fiscal year ended June 30, 2025 is as follows:

	Balance, July 1, 2024	Additions	Reductions	Balance, June 30, 2025	Current portion
Revolving note	\$ 54,000	\$ 33,500	\$ (67,500)	\$ 20,000	\$ -

Interest on the variable rate revolving note is calculated using the rate in effect on June 30, 2025. Future principal and interest requirements on the revolving note are as follows as of June 30, 2025:

	Principal	Interest	Total
Year ending June 30:			
2026	\$ -	\$ 1,101	\$ 1,101
2027	20,000	964	20,964
Total	\$ 20,000	\$ 2,065	\$ 22,065
Less current portion	-		
Total revolving note, long-term portion	\$ 20,000		

Direct Borrowings and Direct Payments – Note Payable

On May 1, 2025, the Entity obtained a term loan to finance the prior acquisition of a building. At issuance, the note bears variable interest of Daily Simple SOFR + 1.75% and has a maturity date of April 30, 2035. The note is secured by the property and leases of the property and is not subject to prepayment penalties.

Note payable activity for the fiscal year ended June 30, 2025 is as follows:

	Balance, July 1, 2024	Additions	Reductions	Balance, June 30, 2025	Current portion
Note payable	\$ -	\$ 51,765	\$ (81)	\$ 51,684	\$ 1,000

While the variable interest rate is synthetically fixed using an interest rate swap (see note 2(b)9), the swap does not change the note's terms. Interest on the variable rate note is calculated using the rate in effect on June 30, 2025. Future principal and interest requirements on the note payable are as follows as of June 30, 2025:

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	<u>Principal</u>	<u>Interest</u>	<u>Total</u>
Year ending June 30:			
2026	\$ 1,000	\$ 3,129	\$ 4,129
2027	1,056	3,075	4,131
2028	1,115	3,017	4,132
2029	1,178	2,938	4,116
2030	1,244	2,880	4,124
2031 - 2035	46,091	12,841	58,932
Total	<u>\$ 51,684</u>	<u>\$ 27,880</u>	<u>\$ 79,564</u>
Less current portion	<u>(1,000)</u>		
Total note payable, long-term portion	<u>\$ 50,684</u>		

8. Derivative Instruments

The entity entered into a pay fixed/received variable interest rate swap agreement on May 1, 2025, in connection with the note payable entered into on the same date to convert the variable interest rate to a synthetically fixed rate. The swap has a notional amount of \$51,765. The entity pays a fixed rate of 5.48% and receives a variable rate of SOFR + 1.75%. The effective date is May 1, 2025 and the termination date is April 30, 2035. The counterparty is Huntington National Bank.

The interest rate swap agreement is considered an effective hedging derivative as of June 30, 2025. The fair value of the swap generally represents the estimated price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants as of the period end. The valuation inputs used to determine the fair value of this instrument are considered Level 2, as they rely on observable inputs other than quoted market prices. The notional amount represents the underlying reference of the instrument and does not represent the amount of the Entity's settlement obligation.

As of the June 30, 2025, the fair value of the interest rate swap liability was \$587 and is reported as derivative instruments – interest rate swap on the statement of net position. The change in fair value for the fiscal year ended June 30, 2025 was (\$587) and is reported as deferred outflow of hedging derivative instruments on the statement of net position. Fair value is measured using the income approach by discounting future net cash flows. The fair value measurement includes the credit risk of nonperformance and the bid/offer cost.

By using a derivative financial instrument to hedge exposure to changes in interest rates, the Entity is exposed to certain risk factors:

- Credit risk: The Entity is exposed to the counterparty's failure to perform. Huntington National Bank has a long term Fitch rating of A-.

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- Termination risk: There is a termination risk with pay fixed/received variable interest rate swaps as the Entity or swap counterparty may terminate a swap if the other party fails to perform under the terms of the agreement.

Using rates in effect as of June 30, 2025, the projected cash flows for the pay fixed/receive floating interest rate swap deemed effective cash flow hedge, along with note payable requirements of the associated variable interest rates, are summarized as follows:

Year ending June 30:	Variable Rate Note Payable		Swap	Total
	Principal	Interest	Payments, Net	
2026	1,000	3,129	(290)	3,839
2027	1,056	3,075	(285)	3,846
2028	1,115	3,017	(280)	3,852
2029	1,178	2,938	(272)	3,844
2030	1,244	2,880	(267)	3,857
2031 - 2035	46,091	12,841	(1,191)	57,741
Total	<u>\$ 51,684</u>	<u>\$ 27,880</u>	<u>\$ (2,585)</u>	<u>\$ 76,979</u>

(c) Revenues

Liquor sales revenues are reported net of wholesale discounts, sales taxes, and bad debt. For the fiscal year ended June 30, 2025, operating revenues were reported net of discounts of \$25,721, sales tax of \$102,379, and bad debt of \$161.

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

(In thousands)

(d) Combining Information

June 30, 2025						
	Component Unit	Component Unit	Component Unit			
JobsOhio	JobsOhio Beverage System	JobsOhio Growth Capital	Green Jobs Properties	Eliminating Entries	Combined Balance	
Assets:						
Current assets:						
Cash and cash equivalents - unrestricted	\$ 123,972	\$ -	\$ 424	\$ 901	\$ -	\$ 125,297
Cash and cash equivalents - restricted	10,929	215,945	-	-	-	226,874
Investments at fair value	844,528	-	22,295	-	-	866,823
Inventory	-	101,301	-	-	-	101,301
Loans	12,607	-	-	-	-	12,607
Receivables, net of allowance of uncollectible accounts	12,213	1,512	3,317	24	-	17,066
Prepaid expenses	3,805	6,577	-	114	-	10,496
Lease receivable - current portion	-	-	-	2,117	(2,117)	-
Due from related entities	1,191	2,688	-	59	(3,938)	-
Total current assets	1,009,245	328,023	26,036	3,215	(6,055)	1,360,464
Long-term assets:						
Intangible asset - liquor franchise, net of amortization	-	706,882	-	-	-	706,882
Intangible asset - trademark, net of amortization	64	12	-	-	-	76
Equity method investments	171,769	-	-	-	(171,769)	-
Other long-term investments	-	-	127,582	-	-	127,582
Right-to-use lease assets, net of accumulated amortization	551	58,722	-	-	(47,635)	11,638
Right-to-use subscription assets, net of accumulated amortization	2,483	740	-	-	-	3,223
Lease receivable	-	-	-	48,463	(48,463)	-
Capital assets, net of accumulated depreciation	3,137	9,063	-	62,214	-	74,414
Loans, net of loss allowance	135,301	-	20,392	-	-	155,693
Total long-term assets	313,305	775,419	147,974	110,677	(267,867)	1,079,508
Total assets	1,322,550	1,103,442	174,010	113,892	(273,922)	2,439,972
Deferred outflow of resources:						
Deferred outflow of hedging derivative instruments	-	-	-	587	-	587
Total deferred outflow of resources	-	-	-	587	-	587
Liabilities:						
Current liabilities:						
Accounts payable	6,658	41,071	-	51	-	47,780
Accrued liabilities - current portion	287,696	109,113	-	345	(266)	396,888
Special obligation bonds payable - current portion	-	91,560	-	-	-	91,560
Bond interest payable	-	25,496	-	-	-	25,496
Lease liability - current portion	408	4,501	-	-	(1,851)	3,058
Subscription liability - current portion	1,070	317	-	-	-	1,387
Note payable - current portion	-	-	-	1,000	-	1,000
Due to related entities	-	1,250	-	2,688	(3,938)	-
Total current liabilities	295,832	273,308	-	4,084	(6,055)	567,169
Long-term liabilities:						
Accrued liabilities	134,399	-	-	-	-	134,399
Special obligation bonds payable	-	1,206,670	-	-	-	1,206,670
Lease liability	327	57,342	-	-	(48,463)	9,206
Subscription liability	56	338	-	-	-	394
Port authority bond reserve	2,589	-	-	-	-	2,589
Derivative instruments - interest rate swap	-	-	-	587	-	587
Revolving note	20,000	-	-	-	-	20,000
Note payable	-	-	-	50,684	-	50,684
Total long-term liabilities	157,371	1,264,350	-	51,271	(48,463)	1,424,529
Total liabilities	453,203	1,537,658	-	55,355	(54,518)	1,991,698
Deferred inflow of resources						
Deferred lease inflows	-	-	-	47,635	(47,635)	-
Total deferred inflow of resources	-	-	-	47,635	(47,635)	-
Net position:						
Net investment in capital assets	4,310	6,027	-	10,530	2,679	23,546
Unrestricted	865,037	(440,243)	174,010	959	(174,448)	425,315
Total net position	\$ 869,347	\$ (434,216)	\$ 174,010	\$ 11,489	\$ (171,769)	\$ 448,861

JOBSONIO
(A Component Unit of the State of Ohio)

Notes to Basic Financial Statements

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

(In thousands)

	Year Ended June 30, 2025					
	JobsOhio	Component Unit JobsOhio Beverage System	Component Unit JobsOhio Growth Capital	Component Unit Green Jobs Properties	Eliminating Entries	Combined Balance
Operating revenues:						
Net liquor sales	\$ -	\$ 1,705,845	\$ -	\$ -	\$ -	\$ 1,705,845
Distribution center revenue	-	8,353	-	-	-	8,353
Interest income - loans	3,942	-	1,016	-	-	4,958
Lease revenue	-	-	-	7,548	(7,548)	-
Fees and other	10,812	-	-	-	(10,318)	494
Total operating revenues	14,754	1,714,198	1,016	7,548	(17,866)	1,719,650
Operating expenses:						
Cost of goods sold	-	1,019,628	-	-	-	1,019,628
Sales commissions	-	105,646	-	-	-	105,646
Liquor gallonage taxes	-	54,240	-	-	-	54,240
Amortization of intangible asset - liquor franchise	-	42,876	-	-	-	42,876
Amortization of intangible asset - trademark	-	1	-	-	-	1
Service fees	-	15,445	-	-	-	15,445
Supplemental Payment	-	69,250	-	-	-	69,250
JobsOhio management fees	-	10,318	-	-	(10,318)	-
Loss on investments	-	-	232	-	-	232
Economic development programs	148,790	-	3,078	-	-	151,868
Salaries and benefits	30,259	-	-	-	-	30,259
Economic development purchased services	18,229	-	-	-	-	18,229
Professional services	21,423	15,928	85	525	-	37,961
Insurance	311	620	-	166	-	1,097
Administrative and support	13,309	21,878	3	2,327	(7,548)	29,969
Marketing	63,136	11,029	-	-	-	74,165
Total operating expenses	295,457	1,366,859	3,398	3,018	(17,866)	1,650,866
Operating income (loss)	(280,703)	347,339	(2,382)	4,530	-	68,784
Nonoperating revenues (expenses):						
Grants	255,000	(255,000)	-	-	-	-
Bond interest, net	-	(52,788)	-	-	-	(52,788)
Investment income	89,304	-	-	-	-	89,304
Other, net	-	7,363	-	-	-	7,363
Total nonoperating revenues (expenses)	344,304	(300,425)	-	-	-	43,879
Investment from related entity	-	-	16,600	-	34,751	51,351
Return of investment to related entity	-	-	-	(51,351)	-	(51,351)
Change in net position	63,601	46,914	14,218	(46,821)	34,751	112,663
Net position (deficit), beginning of year	805,746	(481,130)	159,792	58,310	(206,520)	336,198
Net position (deficit), end of year	\$ 869,347	\$ (434,216)	\$ 174,010	\$ 11,489	\$ (171,769)	\$ 448,861

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

Notes to Basic Financial Statements

Combining Schedule of Cash Flows

(In thousands)

Year Ended June 30, 2025									
	Component		Component		Component		Eliminating Entries	Combined Balance	
	JobsOhio	Unit	JobsOhio	Unit	Green Jobs Properties				
		Beverage System		Growth Capital					
Cash flows from operating activities:									
Receipts from fees and other	\$ 3,797	\$ -	\$ 1,736	\$ -	\$ -	\$ -	\$ 5,533		
Receipts from customers	-	1,705,909	-	-	-	-	1,705,909		
Receipts from suppliers	-	8,464	-	-	-	-	8,464		
Payments to employees	(29,863)	-	-	-	-	-	(29,863)		
Payments to suppliers	(95,193)	(1,049,519)	(89)	(554)	-	-	(1,145,355)		
Payments for economic development programs	(229,580)	-	(8,040)	-	-	-	(237,620)		
Payments for commissions	-	(102,771)	-	-	-	-	(102,771)		
Receipts from sales taxes	-	102,379	-	-	-	-	102,379		
Payments for sales tax collections to State and county	-	(102,946)	-	-	-	-	(102,946)		
Payments for gallouage tax collections to State	-	(54,442)	-	-	-	-	(54,442)		
Payments for servicing fees	-	(16,684)	-	-	-	-	(16,684)		
Payments for Supplemental Payment to State	-	(93,734)	-	-	-	-	(93,734)		
Payments for property taxes	-	-	-	(191)	-	-	(191)		
Receipts (payments) between related entities	10,255	(12,183)	-	1,928	-	-	-		
Net cash provided by (used in) operating activities	(340,584)	384,473	(6,393)	1,183	-	-	38,679		
Cash flows from noncapital financing activities:									
Receipts (payments) between JobsOhio and component unit for grants	255,000	(255,000)	-	-	-	-	-		
Payments for other nonoperating expenses	-	(7,787)	-	-	7,688	-	(99)		
Receipts from amounts due from related entities	-	5,000	-	-	(5,000)	-	-		
Net cash provided by (used in) noncapital financing activities	255,000	(257,787)	-	-	2,688	-	(99)		
Cash flows from capital and related financing activities:									
Payments for bond interest	-	(54,585)	-	-	-	-	(54,585)		
Payments for bond principal	-	(87,955)	-	-	-	-	(87,955)		
Proceeds from note payable	-	-	-	51,765	-	-	51,765		
Payments for debt closing costs	-	-	-	(414)	-	-	(414)		
Payments for note payable principal	-	-	-	(81)	-	-	(81)		
Payments for note payable interest	-	-	-	(279)	-	-	(279)		
Receipts on interest rate swap	-	-	-	27	-	-	27		
Receipts from leases	-	-	-	4,853	(4,853)	-	-		
Acquisition of capital assets	(2,175)	(7,894)	-	(5,069)	(2,688)	-	(17,826)		
Payments for right-to-use lease assets	(419)	(9,093)	-	-	4,853	-	(4,659)		
Payments for right-to-use subscription assets	(3,740)	(593)	-	-	-	-	(4,333)		
Receipts from revolving note	33,500	-	-	-	-	-	33,500		
Payments for revolving note	(70,395)	-	-	-	-	-	(70,395)		
Investment from related entity	-	-	16,600	-	-	(16,600)	-		
Return of investment to related entity	-	-	-	(51,351)	51,351	-	-		
Net cash provided by (used in) capital and related financing activities	(43,229)	(160,120)	16,600	(549)	32,063	-	(155,235)		
Cash flows from investing activities:									
Purchases of direct equity investments	-	-	(10,443)	-	-	-	(10,443)		
Conversion of loans to equity	-	-	(226)	-	-	-	(226)		
Proceeds from loan conversion	-	-	(31)	-	-	-	(31)		
Investment in related entity	(16,600)	-	-	-	16,600	-	-		
Return of investment from related entity	51,351	-	-	-	(51,351)	-	-		
Dividends and interest income	62,825	7,507	2,520	-	-	-	72,852		
Purchases of investments	(395,245)	-	(13,704)	-	-	-	(408,949)		
Proceeds from maturities of investments	475,708	-	9,680	-	-	-	485,388		
Net cash provided by (used in) investing activities	178,039	7,507	(12,204)	-	(34,751)	-	138,591		
Net increase (decrease) in cash and cash equivalents	49,226	(25,927)	(1,997)	634	-	-	21,936		
Cash and cash equivalents, beginning of year	85,675	241,872	2,421	267	-	-	330,235		
Cash and cash equivalents, end of year	\$ 134,901	\$ 215,945	\$ 424	\$ 901	\$ -	\$ -	\$ 352,171		
Reconciliation of operating income (loss) to net cash provided by (used in) operating activities:									
Operating income (loss)	\$ (280,703)	\$ 347,339	\$ (2,382)	\$ 4,530	\$ -	\$ -	68,784		
Adjustments to reconcile operating income to net cash provided by (used in) operating activities:									
Amortization of intangible asset - liquor franchise	-	42,876	-	-	-	-	42,876		
Amortization of intangible asset - trademark	-	1	-	-	-	-	1		
Increase in intangible asset - trademark	(3)	(3)	-	-	-	-	(6)		
Depreciation and amortization expense	519	2,544	-	1,423	-	-	4,486		
Amortization of right-to-use lease assets	308	7,484	-	-	(3,786)	-	4,006		
Amortization of right-to-use subscription assets	3,313	572	-	-	-	-	3,885		
(Increase) decrease in loans	(41,554)	-	3,548	-	-	-	(38,006)		
Decrease in loan valuation allowance	(9,749)	-	(355)	-	-	-	(10,104)		
Loans converted to equity	-	-	(7,295)	-	-	-	(7,295)		
Loss on investments	-	-	263	-	-	-	263		
Interest expense	3,099	4,046	-	480	(3,248)	-	4,377		
Interest revenue	-	-	-	(3,248)	3,248	-	-		
Debt closing costs	-	-	-	414	-	-	414		
Decrease in inventory	-	5,867	-	-	-	-	5,867		
(Increase) decrease in receivables, net of allowance for doubtful accounts	7,756	201	(172)	-	-	-	7,785		
(Increase) decrease in prepaid expenses	(514)	(911)	-	15	-	-	(1,410)		
Increase in accounts payable	2,090	15,417	-	2	-	-	17,509		
Decrease in community bank guarantee	(171)	-	-	-	-	-	(171)		
Increase in port authority bond fund	944	-	-	-	-	-	944		
Decrease in accrued liabilities	(25,868)	(39,610)	-	(48)	-	-	(65,526)		
Decrease in deferred lease inflows	-	-	-	(3,786)	3,786	-	-		
Increase (decrease) in due to related entities	-	(1,350)	-	(293)	-	-	(1,643)		
(Increase) decrease in due from related entities	(51)	-	-	1,694	-	-	1,643		
Total adjustments	(59,881)	37,134	(4,011)	(3,347)	-	-	(30,105)		
Net cash provided by (used in) operating activities	\$ (340,584)	\$ 384,473	\$ (6,393)	\$ 1,183	\$ -	\$ -	\$ 38,679		