

JOBSOHIO

(A Component Unit of the State of Ohio)

Financial Statements

March 31, 2019 and 2018

(With Independent Auditors' Review Report Thereon)

Table of Contents

	Page(s)
Independent Auditors' Review Report	1 - 2
Management's Discussion and Analysis	3 - 6
Financial Statements:	
Statements of Net Position (unaudited)	7
Statements of Revenues, Expenses, and Changes in Net Position (unaudited)	8 - 9
Statements of Cash Flows (unaudited)	10
Notes to Financial Statements (unaudited)	11 - 39

INDEPENDENT AUDITORS' REVIEW REPORT

The Board of Directors of JobsOhio:

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

Management's Responsibility for the Interim Financial Information

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

Auditors' Responsibility

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

Required Supplementary Information

Management's Discussion and Analysis on pages 3-6, although not a part of the interim financial information, is required by the Governmental Accounting Standards Board who considers it to be an essential part of financial reporting for placing the interim financial information in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the interim financial information, and other knowledge we obtained during our review of the interim financial information. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

Conclusion

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

Report on Statement of Net Position as of June 30, 2018

We have previously audited, in accordance with auditing standards generally accepted in the United States of America, the statement of net position of the Entity as of June 30, 2018, and the related statements of revenues, expenses, and changes in net position and cash flows for the year then ended

(not presented herein); and we expressed an unmodified audit opinion on those audited financial statements in our report dated September 28, 2018. In our opinion, the accompanying statement of net position of the Entity as of June 30, 2018, is consistent, in all material respects, with the audited financial statements from which it has been derived.

Deloitte + Touche LLP

May 30, 2019

JOBSOHIO
(A Component Unit of the State of Ohio)

Management's Discussion and Analysis (Unaudited)

March 31, 2019 and 2018

(In thousands)

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

Financial Highlights

- Total assets increased 11% in the nine months ended March 31, 2019 from \$626,905 in the fiscal year ended June 30, 2018 to \$694,841 in the nine months ended March 31, 2019. In the nine months ended March 31, 2018, total assets had increased 14% from \$537,855 in the fiscal year ended June 30, 2017 to \$612,111 in the nine months ended March 31, 2018.
- Total liabilities increased 138% in the nine months ended March 31, 2019 from \$57,232 in the fiscal year ended June 30, 2018 to \$135,971 in the nine months ended March 31, 2019. In the nine months ended March 31, 2018, total liabilities had increased 124% from \$50,618 in the fiscal year ended June 30, 2017 to \$113,630 in the nine months ended March 31, 2018.
- Operating and non-operating revenues increased 12% in the nine months ended March 31, 2019 when compared to the same time period one year prior from \$148,125 in the nine months ended March 31, 2018 to \$166,207 in the nine months ended March 31, 2019. In the nine months ended March 31, 2018, operating and non-operating revenues increased 8% from \$137,764 in the nine months ended March 31, 2017 to \$148,125 in the nine months ended March 31, 2018.
- Total operating expenses increased 29% in the nine months ended March 31, 2019 when compared to the same time period one year prior from \$136,881 in the nine months ended March 31, 2018 to \$177,010 in the nine months ended March 31, 2019. In the nine months ended March 31, 2018, total operating expenses had increased 44% from \$94,987 in the nine months ended March 31, 2017 to \$136,881 in the nine months ended March 31, 2018.

Overview

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

During the nine months ended March 31, 2019, 2018, and 2017, JobsOhio received grants and contributions from JOBS totaling \$150,000, \$145,000, and \$135,000, respectively. These grants comprise funding from operating income of the liquor franchise by JOBS and proceeds of the bond issue.

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,

JOBSOHIO
(A Component Unit of the State of Ohio)

Management's Discussion and Analysis (Unaudited)

March 31, 2019 and 2018

(In thousands)

assets, and liabilities using the accrual basis of accounting in the same manner as with private sector businesses. Financial statements prepared by JobsOhio include its sole component unit, JobsOhio Beverage System ("JOBS") and include the blended statements of net position; statements of revenues, expenses, and changes in net position; statements of cash flows and the related notes. This information is also presented in a non-blended format in the notes to financial statements.

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

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

Financial Analysis

Net Position

Current assets consist of cash in demand deposits, investments, prepaid expenses, and receivables due from JOBS for management services as well as outstanding principal from loans to promote economic development due within the following twelve months. Current assets increased 12% in the nine months ended March 31, 2019 from \$541,282 in the fiscal year ended June 30, 2018 to \$604,282 in nine months ended March 31, 2019. In the nine months ended March 31, 2018, current assets increased 9% from \$492,889 in the fiscal year ended June 30, 2017 to \$536,874 in nine months ended March 31, 2018. The increases in current assets are primarily due to funds received from JOBS for grants to support JobsOhio's mission.

Long-term assets consist of software, furniture, equipment and leasehold improvements, as well as outstanding principal from loans made for economic development programs due after the following twelve months. Long-term assets increased 6% in the nine months ended March 31, 2019 from \$85,623 in the fiscal year ended June 30, 2018 to \$90,559 in nine months ended March 31, 2019. In the nine months ended March 31, 2018, long-term assets increased 67% from \$44,966 in the fiscal year ended June 30, 2017 to \$75,237 in the nine months ended March 31, 2018. The increases in long-term assets are primarily due to JobsOhio's loan program and reflect an increase in disbursements to borrowers.

Current liabilities consist of accounts payable, accrued liabilities, and a capital lease that was added in fiscal year 2015.

Net position decreased by \$10,803 for the nine months ended March 31, 2019, from a net position of \$569,673 in the fiscal year ended June 30, 2018 to a net position of \$558,870 as of the nine months ended March 31, 2019. Net position increased by \$11,244 for the nine months ended March 31, 2018, from a net position of \$487,237 in the fiscal year ended June 30, 2017 to a net position of \$498,481 as of the nine months ended March 31, 2018. The changes in net position are primarily due to JobsOhio's grant economic development program and reflect the accrual of grant expense, as well as economic development purchased services. Increases in salaries and benefits and professional services also contributed to the changes in net position.

JOBSONHIO
(A Component Unit of the State of Ohio)

Management's Discussion and Analysis (Unaudited)

March 31, 2019 and 2018

(In thousands)

Revenues, Expenses, and Changes in Net Position

The following is a summary of revenues, expenses, and changes in net position for the nine months ended March 31, 2019, 2018, and 2017:

	March 31, 2019	March 31, 2018	March 31, 2017
Operating revenues:			
Interest income - loans	\$ 2,029	\$ 1,582	\$ 1,205
Fees and other	1,175	989	918
Total operating revenues	3,204	2,571	2,123
Operating expenses:			
Economic development programs	140,242	102,693	66,635
Salaries and benefits	11,580	9,870	8,448
Economic development purchased services	9,916	8,529	7,801
Professional services	4,399	3,819	2,713
Insurance	171	155	152
Administrative and support	3,242	3,566	2,233
Marketing	7,424	8,249	7,005
Other	36	-	-
Total operating expenses	177,010	136,881	94,987
Operating loss	(173,806)	(134,310)	(92,864)
Nonoperating revenues:			
Grants	150,000	145,000	135,000
Investment income	13,003	554	641
Total nonoperating revenues	163,003	145,554	135,641
Change in net position	(10,803)	11,244	42,777
Net position, beginning of period	569,673	487,237	398,731
Net position, end of period	\$ 558,870	\$ 498,481	\$ 441,508

JOBSONHIO
(A Component Unit of the State of Ohio)

Management's Discussion and Analysis (Unaudited)

March 31, 2019 and 2018

(In thousands)

The primary source of revenue for JobsOhio is grants from JOBS, however JobsOhio also earns revenue from its investments, as well as interest on loans made for economic development programs. For the nine months ended March 31, 2019, total operating and nonoperating revenues were \$166,207, an increase of \$18,082 over the same time period one year prior of \$148,125. This change is primarily due to an increase in the amount of investment income, as well as an increase in the amount of grant revenue received from JOBS of \$5,000. For the nine months ended March 31, 2018, total operating and nonoperating revenues increased \$10,361 from \$137,764 in the nine months ended March 31, 2017 to \$148,125 in the nine months ended March 31, 2018. This change is primarily due to an increase in the amount of grant revenue received from JOBS of \$10,000, as well as an increase in the amount of interest income received on loans made for economic development programs.

Operating expenses increased by \$40,129 in the nine months ended March 31, 2019, from \$136,881 in the nine months ended March 31, 2018 to \$177,010 in the nine months ended March 31, 2019, primarily due to an increase in the amount of grants issued as part of JobsOhio's mission and reported as economic development program expense. In the nine months ended March 31, 2018, operating expenses increased by \$41,894 from \$94,987 in the nine months ended March 31, 2017 to \$136,881 in the nine months ended March 31, 2018, primarily due to a increase in the amount of grants issued to support JobsOhio's mission and reported as economic development program expense. JobsOhio also had an increase in its workforce over the past three fiscal years as it continues to build upon its employee base to facilitate economic development in the State. Other operating expenses for the nine months ended March 31, 2019, 2018, and 2017 included economic development purchased services, professional services, marketing, insurance, and administrative and support expenses.

JobsOhio experienced a decrease in net position of \$10,803 in the nine months ended March 31, 2019, which was a decrease of \$22,047 from the increase in net position as of March 31, 2018 of \$11,244. The increase in net position of \$11,244 for the nine months ended March 31, 2018, was a decrease of \$31,533 from the increase in net position for the nine months ended March 31, 2017 of \$42,777. The major factor affecting these changes was the increase in the amount of economic development program grants issued to support JobsOhio's mission.

Capital Asset Activity

In the nine months ended March 31, 2019, capital asset additions to furniture and fixtures and leasehold improvements were primarily attributable to updates to JobsOhio's marketing displays and there were no capital asset additions to software. In the fiscal year ended June 30, 2018, capital asset additions to leasehold improvements of \$360 were primarily attributable to an expansion of office space and there were no capital asset additions to furniture and equipment or software. Refer to page 25 of the notes to the financial statements for further information on capital assets.

Requests for Information

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

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

Statements of Net Position

(Unaudited)

(In thousands)

	March 31, 2019	June 30, 2018
Assets:		
Current assets:		
Cash and cash equivalents - unrestricted	\$ 308,110	\$ 274,322
Cash and cash equivalents - restricted	116,502	143,464
Investments	507,900	460,682
Inventory	80,231	75,997
Loans	7,608	6,401
Receivables, net of allowance for uncollectable accounts	3,436	6,061
Prepaid expenses	2,512	2,322
Total current assets	1,026,299	969,249
Long-term assets:		
Intangible asset - liquor franchise, net of amortization	1,039,542	1,080,940
Capital assets, net of accumulated depreciation	2,001	2,233
Loans, net of loss allowance	89,658	84,543
Total long-term assets	1,131,201	1,167,716
Total assets	2,157,500	2,136,965
Liabilities:		
Current liabilities:		
Accounts payable	18,338	19,013
Accrued liabilities	203,305	125,498
Special obligation bonds payable - current portion	46,720	45,845
Bond interest payable	13,973	28,524
Capital lease payable - current portion	10	10
Total current liabilities	282,346	218,890
Long-term liabilities:		
Special obligation bonds payable	1,285,149	1,333,921
Capital lease payable	1	8
Total long-term liabilities	1,285,150	1,333,929
Total liabilities	1,567,496	1,552,819
Net position:		
Net investment in capital assets	2,001	2,233
Unrestricted	588,003	581,913
Total net position	\$ 590,004	\$ 584,146

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

Statements of Revenues, Expenses, and Changes in Net Position

(Unaudited)

(In thousands)

	<u>Three Months Ended March 31, 2019</u>	<u>Three Months Ended March 31, 2018</u>
Operating revenues:		
Net liquor sales	\$ 292,344	\$ 273,693
Distribution center revenue	1,733	1,541
Interest income - loans	713	458
Fees and other	140	98
	<u>294,930</u>	<u>275,790</u>
Operating expenses:		
Cost of goods sold	172,817	156,769
Sales commissions	15,744	14,845
Liquor gallonage taxes	11,474	11,171
Amortization of intangible asset - liquor franchise	13,799	13,799
Service fees	4,143	4,883
Supplemental Payment	12,598	12,164
Economic development programs	27,050	23,320
Salaries and benefits	3,393	4,632
Economic development purchased services	3,507	2,727
Professional services	2,854	2,805
Insurance	167	152
Administrative and support	2,118	2,425
Marketing	2,419	2,568
Other	89	319
	<u>272,172</u>	<u>252,579</u>
Operating income	<u>22,758</u>	<u>23,211</u>
Nonoperating revenues (expenses):		
Bond interest, net	(13,295)	(13,575)
Investment income	5,595	(397)
Other, net	1,708	819
	<u>(5,992)</u>	<u>(13,153)</u>
Change in net position	<u>16,766</u>	<u>10,058</u>
Net position, beginning of period	<u>573,238</u>	<u>501,694</u>
Net position, end of period	<u>\$ 590,004</u>	<u>\$ 511,752</u>

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

Statements of Revenues, Expenses, and Changes in Net Position

(Unaudited)

(In thousands)

	Nine Months Ended March 31, 2019	Nine Months Ended March 31, 2018
Operating revenues:		
Net liquor sales	\$ 949,526	\$ 883,716
Distribution center revenue	5,359	4,771
Interest income - loans	2,029	1,582
Fees and other	314	415
	<u>957,228</u>	<u>890,484</u>
Operating expenses:		
Cost of goods sold	559,335	518,584
Sales commissions	51,659	48,193
Liquor gallonage taxes	37,428	36,123
Amortization of intangible asset - liquor franchise	41,398	41,398
Service fees	12,429	13,863
Supplemental Payment	40,591	28,788
Economic development programs	140,242	102,693
Salaries and benefits	11,580	9,870
Economic development purchased services	9,916	8,529
Professional services	9,815	9,277
Insurance	474	449
Administrative and support	6,135	6,011
Marketing	7,424	8,249
Other	207	794
	<u>928,633</u>	<u>832,821</u>
Operating income	<u>28,595</u>	<u>57,663</u>
Nonoperating revenues (expenses):		
Bond interest, net	(40,446)	(41,196)
Investment income	13,003	554
Other, net	4,706	2,133
	<u>(22,737)</u>	<u>(38,509)</u>
Change in net position	<u>5,858</u>	<u>19,154</u>
Net position, beginning of period	584,146	492,598
Net position, end of period	<u>\$ 590,004</u>	<u>\$ 511,752</u>

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

Statements of Cash Flows

Nine Months Ended March 31, 2019 and 2018

(Unaudited)

(In thousands)

	2019	2018
Cash flows from operating activities:		
Receipts from fees and other	\$ 2,424	\$ 1,698
Receipts from customers	951,625	881,363
Receipts from suppliers	5,512	3,501
Payments to employees	(11,351)	(9,594)
Payments to suppliers	(601,580)	(552,217)
Payments for economic development programs	(68,406)	(72,936)
Payments for commissions	(51,774)	(47,847)
Receipts from sales taxes	55,504	51,540
Payments for sales tax collections to State and county	(55,662)	(51,138)
Payments for gallonage tax collections to State	(37,658)	(35,945)
Payments for servicing fees	(12,348)	(11,498)
Payments for taxes	(36)	-
Payments for Supplemental Payment to State	(36,831)	(13,495)
Net cash provided by operating activities	<u>139,419</u>	<u>143,432</u>
Cash flows from noncapital financing activities:		
Payments for other nonoperating expenses	(1)	(5)
Net cash used in noncapital financing activity	<u>(1)</u>	<u>(5)</u>
Cash flows from capital and related financing activities:		
Acquisition of capital assets	(183)	(520)
Payments for capital lease	(7)	(8)
Payments for bond principal	(45,845)	(44,870)
Payments for bond interest	(57,049)	(58,024)
Net cash used in capital and related financing activities	<u>(103,084)</u>	<u>(103,422)</u>
Cash flows from investing activities:		
Dividends and interest income	12,255	6,677
Purchases of investments	(125,137)	(127,932)
Proceeds from maturities of investments	83,374	93,266
Net cash used in investing activities	<u>(29,508)</u>	<u>(27,989)</u>
Net increase in cash and cash equivalents	6,826	12,016
Cash and cash equivalents, beginning of period	417,786	402,968
Cash and cash equivalents, end of period	\$ 424,612	\$ 414,984
Reconciliation of operating income to net cash provided by operating activities:		
Operating income	\$ 28,595	\$ 57,663
Adjustments to reconcile operating income to net cash provided by (used in) operating activities:		
Amortization of intangible asset - liquor franchise	41,398	41,398
Depreciation and amortization expense	413	385
(Increase) in loans	(6,892)	(31,775)
Increase (decrease) in loan valuation allowance	570	(304)
(Increase) in inventory	(4,234)	(1,768)
(Increase) decrease in receivables, net of allowance for doubtful accounts	2,625	(4,387)
(Increase) decrease in prepaid expenses	(190)	1,708
Increase (decrease) in accounts payable	(673)	1,207
Increase in accrued liabilities	77,807	79,305
Total adjustments	<u>110,824</u>	<u>85,769</u>
Net cash provided by operating activities	\$ 139,419	\$ 143,432
Noncash capital and related financing activities:		
Purchases of capital assets on account	\$ 8	\$ 308
Amortization of bonds payable	\$ 2,052	\$ 2,079

See accompanying notes to financial statements

JOBSOHIO
(A Component Unit of the State of Ohio)

Notes to Financial Statements

(Unaudited)

(In thousands)

(1) Unaudited Financial Statements

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

These financial statements should be read in conjunction with the financial statements and notes contained in JobsOhio's audited financial statements for the year ended June 30, 2018.

(2) Summary of Significant Accounting Policies

(a) Organization

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

The accompanying financial statements include the accounts of JobsOhio Beverage System ("JOBS"), its sole component unit. JOBS is governed by a Board of Directors appointed by JobsOhio as the sole member of JOBS and is considered a blended component unit of JobsOhio. 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 to fund economic development activities by JobsOhio, its sole member. See note 2(t), below, for information on this transaction.

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

(b) Financial Statements

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

JOBSOHIO
(A Component Unit of the State of Ohio)

Notes to Financial Statements

(Unaudited)

(In thousands)

(c) Measurement Focus and Basis of Accounting

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

(d) Use of Estimates

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

(e) Cash and Cash Equivalents

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

(f) Restricted Assets

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

(g) Investments

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

(h) Inventory

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

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

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

Notes to Financial Statements

(Unaudited)

(In thousands)

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

In regard to a subset of agency stores known as “interim agency stores,” under the terms of the Franchise and Transfer Agreement (“Transfer Agreement”), at the point inventory is delivered to an interim agency store, title to such inventory transfers to the Ohio Division of Liquor Control on a cost-free basis. However, the economic substance of such transactions does not differ from that for regular agency stores. On the basis of the Entity’s contractual rights and the status of the interim agency stores as agents of the Entity, such inventory is considered an asset of the Entity, is reported as inventory on the Entity’s statements of net position, and upon sale the cost of such inventory is included in cost of goods sold. Inventory at interim agency stores as of March 31, 2019 and June 30, 2018 was \$15,642 and \$14,906, respectively.

(i) Loans

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

(j) Allowance for Loan Losses

The allowance for loan losses is established, as necessary, based on past experience and other factors which, in management’s judgment, deserve current recognition in estimating future loan losses. Management’s estimate considers such factors as the payment history of the loans, guarantees, historical loss experience, and overall economic conditions. Based on the review of the factors, an amount is calculated and a provision is made to reflect the estimated balance. While management uses available information to recognize losses, future adjustments to the allowance may be necessary based on changes in economic conditions. At March 31, 2019 and June 30, 2018, the amount of allowance for loan losses was \$3,030 and \$2,460, respectively, and is reported in the Entity’s statements of net position as part of “loans, net of loss allowance”.

(k) Receivables

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

(l) Allowance for Uncollectable Accounts

The allowance for uncollectable accounts is established, as necessary, based on past experience and other factors which, in management’s judgment, deserve current recognition in estimating future uncollectable accounts. Management’s estimate considers such factors as inventory reconciliation and historical experience. Based on the review of the factors, an amount is calculated and a provision is made to reflect the estimated balance. While management uses available information to recognize losses, future adjustments to the allowance may be necessary. At March 31, 2019 and June 30, 2018, the amount of allowance for

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

Notes to Financial Statements

(Unaudited)

(In thousands)

uncollectable accounts was \$0 and \$2,546, respectively, and is reported in the Entity's statements of net position as part of "receivables, net of allowance for uncollectible accounts".

(m) Prepaid Expenses

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

(n) Amortization of Premiums

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

(o) Intangible Assets

The intangible asset represents an exclusive franchise for the sale of spirituous liquor in the State. The liquor franchise is amortized on a straight-line basis over the 25-year term of the franchise. Amortization expense for the liquor franchise for the three and nine months ended March 31, 2019 and 2018 was \$13,799 and \$41,398, respectively.

(p) Capital Assets

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

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

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

(q) Net Position

Net position is displayed in three components as follows:

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

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

Notes to Financial Statements

(Unaudited)

(In thousands)

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

(r) Classification of Revenues and Expenses

Revenues and expenses are classified as operating or nonoperating and are recognized in the period received. Under the Entity's definition:

- "Operating revenues" includes all revenues resulting from transactions and activities, other than financing and investing activities, related to the distribution, merchandising, and sale of spirituous liquor in the State under the authority of the liquor franchise sold to the Entity by the State on February 1, 2013. 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 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 initiated loan and grant programs to private businesses in the State to support economic development. For the three and nine months ended March 31, 2019 and 2018, the Entity issued grants for such purposes, reported in the Entity's statements of revenues, expenses, and changes in net position as "economic development programs" expense.

As part of the loan program, the Entity charges applicants an application fee, which is used to offset the cost of having a loan agreement drafted by outside counsel. Total revenue from application fees received during the three and nine months ended March 31, 2019 was \$72 and \$130, respectively. Total revenue from application fees received during the three and nine months ended March 31, 2018 was \$48 and \$180, respectively. Revenue from application fees are included in the Entity's statements of revenues, expenses, and changes in net position as "fees and other".

(s) Risk Management/Insurance

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

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

Notes to Financial Statements

(Unaudited)

(In thousands)

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

(i) Liquor Franchise

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

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

“Supplemental Payments,” are payments to the State based upon a formula specified in the Transfer Agreement. Beginning with the fiscal year ended June 30, 2014, if “Liquor Business Profits,” as that term is defined in the Transfer Agreement, for a fiscal year exceed a threshold amount of Liquor Business Profits set for that fiscal year (Base Franchise Profits (\$307,468 for fiscal year ending June 30, 2019 and \$298,513 for fiscal year ended June 30, 2018), then the Entity is required to make a cash payment to the State equal to 75 percent of the amount by which Liquor Business Profits exceed Base Franchise Profits. Total Supplemental Payment expense for the three and nine months ended March 31, 2019 was \$12,598 and \$40,591, respectively. The Supplemental Payment expense for the three and nine months ended March 31, 2018 was \$12,164 and \$28,788, respectively.

The Entity also contemporaneously contracted with the Ohio Department of Commerce for the continued operation and management of the Liquor Business under an Operations Services Agreement (“Services Agreement”). Under the Services Agreement, the Ohio Department of Commerce will provide ongoing operations, management, and administrative services related to the Liquor Business. Covered services include administrative support, tax support and reporting, information technology, agency operation and review, merchandise marketing and advertising, real property leasing, and management. Total service fees expense in the three and nine months ended March 31, 2019 was \$4,143 and \$12,429, respectively. Total service fees expense in the three and nine months ended March 31, 2018 was \$4,883 and \$13,863, respectively.

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

JOBSOHIO
(A Component Unit of the State of Ohio)

Notes to Financial Statements

(Unaudited)

(In thousands)

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 State tax payment, operating expenses of the Liquor Business, debt service, and Supplemental Payments to the State.

(u) Use of Restricted and Unrestricted Resources

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

(v) Compensated Absences

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

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

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

(w) New Accounting Pronouncements

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

JOBSONHIO
(A Component Unit of the State of Ohio)

Notes to Financial Statements

(Unaudited)

(In thousands)

GASB Statement No. 88, Certain Disclosures Related to Debt, including Direct Borrowings and Direct Placements, requires that additional essential information related to debt be disclosed in notes to financial statements. This Statement defines debt for purposes of disclosure in notes to financial statements as a liability that arises from a contractual obligation to pay cash (or other assets that may be used in lieu of cash) in one or more payments to settle an amount that is fixed at the date the contractual obligation is established. This Statement also requires that existing and additional information be provided for direct borrowings and direct placements of debt separately from other debt. The requirements of this Statement are effective for financial statements for fiscal years beginning after June 15, 2018. The Entity is assessing the impact of GASB Statement No. 88 to its financial statements and will implement in the timeline required by GASB.

(3) Detailed Notes on Activities and Funds

(a) Assets

1. Cash Deposits and Investments with Financial Institutions

At March 31, 2019, the carrying amount of the Entity's deposits was \$137,503, and the respective bank balance was \$117,993. At June 30, 2018, the carrying amount of the Entity's deposits was \$117,774 and the respective bank balance was \$98,963. The difference in the carrying amount and the bank balances as of these dates are attributed to cash with fiscal agents and outstanding checks. See note 3(a)2 below.

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

Custodial Credit Risk - Custodial credit risk is the risk that, in the event of a bank failure, the Entity's deposits may not be returned. The Entity's investment policy adopted by the Board of Directors provided that the Entity minimizes credit risk as to cash deposits by prequalifying financial institutions with which the Entity will do business. Of the total bank balance at March 31, 2019 and June 30, 2018, \$26,139 and \$25,772, respectively, was insured through the Federal Deposit Insurance Corporation (FDIC), including up to \$25,639 and \$25,272, respectively, deposited into money market accounts through a brokered deposit program permitting the Entity to obtain full FDIC coverage on the principal deposit amount. The remaining \$91,854 and \$73,191, respectively, was uninsured and exposed to custodial credit risk.

The Entity has a checking account that is linked to an overnight sweep account, under which total uninvested cash is automatically transferred (or swept) from the primary cash accounts into a money market mutual fund that invests primarily in short-term, high-quality, fixed-income, domestic-sourced

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

Notes to Financial Statements

(Unaudited)

(In thousands)

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 \$287,108 and \$300,004 at March 31, 2019 and June 30, 2018, respectively.

Certain Investments Classified as Cash Equivalents

Pursuant to the terms of the Indenture, the Transfer Agreement, and the Services Agreement, the Entity is required to comply with various covenants and requirements. All financial covenants associated with the agreements executed in connection with the franchise transaction have been fully complied with as of March 31, 2019 and June 30, 2018.

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

<u>Fund</u>	<u>Fund custody</u>	<u>March 31, 2019</u>	
		<u>Unrestricted</u>	<u>Restricted</u>
Revenue fund	Trustee	\$ 191,971	\$ 24,142
Operations fund	Entity	-	21,365
Debt service fund	Trustee	-	30,784
General purpose fund	Entity	10,908	-
Supplemental Payment reserve fund	Trustee	-	40,211
	Total funds required by indenture	202,879	116,502
Cash		85,459	-
Cash held at fiscal agents		19,769	-
Other		3	-
	Total cash and cash equivalents	<u>\$ 308,110</u>	<u>\$ 116,502</u>

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

Notes to Financial Statements

(Unaudited)

(In thousands)

		June 30, 2018	
Fund	Fund custody	Unrestricted	Restricted
Revenue fund	Trustee	\$ 178,807	\$ 29,907
Operations fund	Entity	-	22,266
Debt service fund	Trustee	-	56,064
General purpose fund	Entity	5,338	-
Supplemental Payment reserve fund	Trustee	-	35,227
Total funds required by indenture		184,145	143,464
Cash		70,974	-
Cash held at fiscal agents		19,200	-
Other		3	-
Total cash and cash equivalents		\$ 274,322	\$ 143,464

2. Cash with Fiscal Agents

As indicated in note 2(h) above, agency stores under contract with the Entity collect sale proceeds as agents for the Entity and are contractually required to segregate such proceeds and to remit them to the Entity on a daily basis. The agency stores are responsible for any risk of loss while in their possession and such amounts are typically swept into the Entity's bank accounts within two to three business days. The balance of these sale proceeds under such contractual arrangements as of March 31, 2019 and June 30, 2018 was \$19,769 and \$19,201, respectively. Custodial credit risk as to these amounts was addressed by surety bond coverage required under the contracts between the Entity and each agent.

3. Investments

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

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

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

Notes to Financial Statements

(Unaudited)

(In thousands)

	Fair Value	Investment maturity		
		1 year or less	Between 1 and 2 years	Between 2 and 4 years
US Treasury	\$ 241,737	\$ 29,806	\$ 147,535	\$ 64,396
FHLB Notes	69,659	-	49,472	20,187
FFCB Notes	64,295	11,607	31,152	21,536
FHLMC Notes	20,498	-	15,482	5,016
FNMA Notes	9,710	1,679	4,984	3,047
Corporates	102,001	18,613	33,055	50,333
Total	<u>\$ 507,900</u>	<u>\$ 61,705</u>	<u>\$ 281,680</u>	<u>\$ 164,515</u>

As of June 30, 2018, the Entity had the following investments and maturities held in trust pursuant to the terms of the Huntington Investment Management Account Agreement dated February 6, 2015, as well as the Huntington Asset Management Agreement dated January 13, 2014:

	Fair Value	Investment maturity		
		1 year or less	Between 1 and 2 years	Between 2 and 4 years
US Treasury	\$ 219,678	\$ 33,970	\$ 61,444	\$ 124,264
FHLB Notes	49,394	4,997	18,840	25,557
FFCB Notes	53,370	4,992	23,423	24,955
FHLMC Notes	15,371	-	3,976	11,395
FNMA Notes	29,597	20,026	1,665	7,906
Corporates	93,272	20,480	23,486	49,306
Total	<u>\$ 460,682</u>	<u>\$ 84,465</u>	<u>\$ 132,834</u>	<u>\$ 243,383</u>

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

JOBSOHIO
(A Component Unit of the State of Ohio)

Notes to Financial Statements

(Unaudited)

(In thousands)

The following is a summary of the fair value hierarchy of the fair value of investments as of March 31, 2019 and June 30, 2018:

	March 31, 2019	Fair Value Measurements Using		June 30, 2018	Fair Value Measurements Using	
		Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)		Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)
US Treasury	\$ 241,737	\$ 241,737	-	\$ 219,678	\$ 219,678	\$ -
FHLB Notes	69,659	-	69,659	49,394	-	49,394
FFCB Notes	64,295	-	64,295	53,370	-	53,370
FHLMC Notes	20,498	-	20,498	15,371	-	15,371
FNMA Notes	9,710	-	9,710	29,597	-	29,597
Corporates	102,001	-	102,001	93,272	-	93,272
Total	<u>\$ 507,900</u>	<u>\$ 241,737</u>	<u>\$ 266,163</u>	<u>\$ 460,682</u>	<u>\$ 219,678</u>	<u>\$ 241,004</u>

Investments classified in Level 1 of the fair value hierarchy, valued at \$241,737 and \$219,678 as of March 31, 2019 and June 30, 2018, respectively, are valued using quoted prices in active markets.

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

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

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

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

Notes to Financial Statements

(Unaudited)

(In thousands)

	Fair Value	AAA	AA+	AA	AA-	A+	A	A-
FHLB Notes	\$ 69,659	\$ -	\$ 69,659	\$ -	\$ -	\$ -	\$ -	\$ -
FFCB Notes	64,295	-	64,295	-	-	-	-	-
FHLMC Notes	20,498	-	20,498	-	-	-	-	-
FNMA Notes	9,710	-	9,710	-	-	-	-	-
Corporates	102,001	2,002	4,040	10,540	16,139	19,477	37,598	12,205
Total	\$ 266,163	\$ 2,002	\$ 168,202	\$ 10,540	\$ 16,139	\$ 19,477	\$ 37,598	\$ 12,205

The Entity's investments were rated as follows by Standard & Poor's or Moody's Investor Services as of June 30, 2018:

	Fair Value	AAA	AA+	AA	AA-	A+	A	A-	BBB+
FHLB Notes	\$ 49,394	\$ -	\$ 49,394	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
FFCB Notes	53,370	-	53,370	-	-	-	-	-	-
FHLMC Notes	15,371	-	15,371	-	-	-	-	-	-
FNMA Notes	29,597	-	29,597	-	-	-	-	-	-
Corporates	93,272	1,973	2,003	9,444	13,441	24,965	28,486	10,999	1,961
Total	\$ 241,004	\$ 1,973	\$ 149,735	\$ 9,444	\$ 13,441	\$ 24,965	\$ 28,486	\$ 10,999	\$ 1,961

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

Custodial Credit Risk – For an investment, this is the risk that, in the event of the failure of the counterparty, the Entity will not be able to recover the value of its investments that are in the possession of an outside party. The Entity's investments of \$507,900 and \$460,682 as of March 31, 2019 and June 30, 2018, respectively, are uninsured and held in the name of its investment manager.

JOBSONIO
(A Component Unit of the State of Ohio)

Notes to Financial Statements

(Unaudited)

(In thousands)

Investment activity for the nine months ended March 31, 2019 is summarized as follows:

	Balance, July 1, 2018	Purchases	Maturities	Accrued income	Balance, March 31, 2019
US Treasury	\$ 219,678	\$ 53,222	\$ (33,991)	\$ 2,828	\$ 241,737
FHLB	49,394	24,885	(5,000)	380	69,659
FFCB	53,370	15,022	(5,000)	903	64,295
FHLMC	15,371	5,000	-	127	20,498
FNMA	29,597	-	(20,000)	113	9,710
Corporates	93,272	27,008	(19,383)	1,104	102,001
Total	<u>\$ 460,682</u>	<u>\$ 125,137</u>	<u>\$ (83,374)</u>	<u>\$ 5,455</u>	<u>\$ 507,900</u>

Investment activity for the fiscal year ended June 30, 2018 is summarized as follows:

	Balance, July 1, 2017	Purchases	Maturities	Accrued income (loss)	Balance, June 30, 2018
US Treasury	\$ 193,312	\$ 76,805	\$ (47,953)	\$ (2,486)	\$ 219,678
FHLB	33,946	42,319	(26,999)	128	49,394
FFCB	49,700	23,906	(20,000)	(236)	53,370
FHLMC	13,346	12,407	(10,250)	(132)	15,371
FNMA	36,820	2,986	(10,000)	(209)	29,597
Corporates	66,207	61,352	(33,115)	(1,172)	93,272
Total	<u>\$ 393,331</u>	<u>\$ 219,775</u>	<u>\$ (148,317)</u>	<u>\$ (4,107)</u>	<u>\$ 460,682</u>

Interest income accrues on U.S. government and agency bonds over the bond term. Interest income is redeemed upon bond maturity. Income (loss) realized from maturities during the three and nine months ended March 31, 2019 totaled (\$19) and (\$60), respectively. Income (loss) realized from maturities during the three and nine months ended March 31, 2018 totaled \$8 and (\$57), respectively. Interest on public corporate fixed income securities accrues over the term of the holding and is redeemed at various times until maturity. Accrued income (loss) of \$5,455 and (\$4,107) as of March 31, 2019 and June 30, 2018, respectively, represents unrealized bond interest earned, but not redeemed. Accrued income increases bond value, which is reported at fair value in the financial statements.

JOBSONIO
(A Component Unit of the State of Ohio)

Notes to Financial Statements

(Unaudited)

(In thousands)

4. Capital Assets

Capital assets activity for the nine months ended March 31, 2019 is as follows:

	Balance, July 1, 2018	Additions	Reductions	Balance, March 31, 2019
Furniture and equipment	\$ 656	\$ 54	\$ -	\$ 710
Leasehold improvements	2,436	127	-	2,563
Software	1,521	-	-	1,521
Total capital assets being depreciated	4,613	181	-	4,794
Less: accumulated depreciation				
Furniture and equipment	(479)	(54)	-	(533)
Leasehold improvements	(569)	(283)	-	(852)
Software	(1,332)	(76)	-	(1,408)
Total accumulated depreciation	(2,380)	(413)	-	(2,793)
Total capital assets being depreciated, net	\$ 2,233	\$ (232)	\$ -	\$ 2,001

Capital assets activity for the fiscal year ended June 30, 2018 is as follows:

	Balance, July 1, 2017	Additions	Reductions	Balance, June 30, 2018
Furniture and equipment	\$ 656	\$ -	\$ -	\$ 656
Leasehold improvements	1,010	1,426	-	2,436
Software	1,702	-	(181)	1,521
Total capital assets being depreciated	3,368	1,426	(181)	4,613
Less: accumulated depreciation				
Furniture and equipment	(412)	(67)	-	(479)
Leasehold improvements	(413)	(156)	-	(569)
Software	(1,233)	(99)	-	(1,332)
Total accumulated depreciation	(2,058)	(322)	-	(2,380)
Total capital assets being depreciated, net	\$ 1,310	\$ 1,104	\$ (181)	\$ 2,233

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.

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

Notes to Financial Statements

(Unaudited)

(In thousands)

Loans receivable balance of \$97,266 as of March 31, 2019 relates to disbursements to 45 companies, and is net of loss allowance of \$3,030. Loans receivable balance of \$90,944 as of June 30, 2018 relates to disbursements to 44 companies and is net of loss allowance of \$2,460. The current portion of the loans receivable balance of \$7,608 and \$6,401 as of March 31, 2019 and June 30, 2018, respectively, represent principal payments due within the following twelve months. The terms of the loans outstanding at March 31, 2019 and June 30, 2018 provide for disbursements of up to \$131,095 and \$129,361, respectively. The outstanding balance of the commitments as of March 31, 2019 and June 30, 2018 were \$19,993 and \$28,912, respectively.

The Entity's loans are held at amortized cost less a valuation allowance. A loan is impaired when, based on current information and events, it is probable that the Entity will be unable to collect all amounts due according to the contractual terms of the loan agreement. If determined that a loan requires a valuation allowance, a provision for loss is established equal to the difference between the carrying value and either the fair value of the collateral less costs to sell or the present value of expected future cash flows discounted at the loan's effective interest rate. The amount of valuation allowance was \$3,030 and \$2,460, respectively, as of March 31, 2019 and June 30, 2018.

6. Accounts Receivable Balances

Accounts receivable comprise amounts due from liquor agency stores and liquor vendors. These amounts due are attributable to inventory adjustments from audits, store manager adjustments, distribution center services, and other miscellaneous claims. Accounts receivable also includes interest receivable on investments and loans. Accounts receivable balance of \$3,436 and \$6,061 as of March 31, 2019 and June 30, 2018, respectively, is net of allowance for uncollectable accounts of \$0 and \$2,546, respectively.

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 \$661 and \$742 of service fees to the Ohio Department of Commerce as of March 31, 2019 and June 30, 2018, respectively, as well as \$91 and \$188, respectively, as of March 31, 2019 and June 30, 2018 for prepaid rent payments on two separate operating lease agreements. See note 3(b)5 below.

8. Intangible Asset – Liquor Franchise

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

The intangible asset – liquor franchise, is amortized over its useful life that coincides with the related contractual rights of the Transfer Agreement of 25 years. Amortization expense was \$13,799 and

JOBSONHIO
(A Component Unit of the State of Ohio)

Notes to Financial Statements

(Unaudited)

(In thousands)

\$41,398 for the three and nine months ended March 31, 2019 and 2018. No impairment of the intangible asset existed as of March 31, 2019 and June 30, 2018.

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

	<u>Balance, July 1, 2018</u>	<u>Additions</u>	<u>Reductions</u>	<u>Balance, March 31, 2019</u>
Liquor franchise	\$ 1,379,924	\$ -	\$ -	\$ 1,379,924
Less: Accumulated amortization	<u>(298,984)</u>	<u>(41,398)</u>	<u>-</u>	<u>(340,382)</u>
Liquor franchise, net of amortization	<u>\$ 1,080,940</u>	<u>\$ (41,398)</u>	<u>\$ -</u>	<u>\$ 1,039,542</u>

Intangible asset – liquor franchise activity for the fiscal year ended June 30, 2018 is as follows:

	<u>Balance, July 1, 2017</u>	<u>Additions</u>	<u>Reductions</u>	<u>Balance, June 30, 2018</u>
Liquor franchise	\$ 1,379,924	\$ -	\$ -	\$ 1,379,924
Less: accumulated amortization	<u>(243,787)</u>	<u>(55,197)</u>	<u>-</u>	<u>(298,984)</u>
Liquor franchise, net of amortization	<u>\$ 1,136,137</u>	<u>\$ (55,197)</u>	<u>\$ -</u>	<u>\$ 1,080,940</u>

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

Notes to Financial Statements

(Unaudited)

(In thousands)

(b) Liabilities

1. Accrued Liabilities

Accrued liabilities reported at March 31, 2019 and June 30, 2018 are as follows:

	<u>March 31, 2019</u>	<u>June 30, 2018</u>
Economic development programs	\$ 131,255	\$ 52,924
Liquor purchases	13,533	17,243
Agency commissions	3,014	3,129
Taxes	10,381	10,768
Supplemental Payment	40,591	36,831
Economic development purchased services	1,005	1,178
Professional services	656	705
Payroll	460	204
Legal services	69	83
Liquor operations	160	57
Paid time off	184	194
Deferred rent	799	807
Employee benefits	26	44
Other	1,172	1,331
	<u>\$ 203,305</u>	<u>\$ 125,498</u>

2. Economic Development Programs – Grants

The Entity operates five grant programs 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.
- 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.

JOBSOHIO
(A Component Unit of the State of Ohio)

Notes to Financial Statements

(Unaudited)

(In thousands)

- Revitalization Phase II Assessment Grants – The Revitalization Phase II Assessment grant program is designed to assist in the review of potential environmental risks on a project site where redevelopment for job creation or retention is likely to occur.
- Research and Development Grants – The Research and Development grant program provides opportunity to collaborate and partner on new discoveries that can further companies’ competitive advantage and impact their respective industries.

As of March 31, 2019, the Entity had executed 818 grants, including 319 economic development grants, 284 workforce grants, 201 revitalization grants, and 14 research and development grants with a total committed amount of \$371,303. As of March 31, 2019, the Entity had \$147,725 in committed, but unpaid grants. As of June 30, 2018, the Entity had executed 664 grants, including 253 economic development grants, 247 workforce grants, 157 revitalization grants and 7 research and development grants with a total committed amount of \$276,778. As of June 30, 2018, the Entity had \$118,440 in committed, but unpaid grants. The grants are funded on a reimbursement basis where the grantee must provide documentation illustrating where applicable costs have been incurred.

In accordance with generally accepted accounting principles, the Entity recognizes grant expense and the related liability for allowable costs where the transaction is reasonably estimable in amount and probable of distribution. This process includes the use of estimates in the absence of information as to costs incurred, but unclaimed by the grantee. The Entity has developed a methodology to produce an estimate of the liability as of the financial statement date, based upon the anticipated progress of the related project. The corresponding result is recorded as accrued economic development programs and is included in accrued liabilities in the statements of net position. The accrued economic development programs were \$131,255 and \$52,924 as of March 31, 2019 and June 30, 2018, respectively.

3. 401(k) Savings Plan

The Entity operates a defined contribution pension plan titled JobsOhio 401(k) Plan (herein referred to as the “Plan”) created in accordance with Internal Revenue Code Section 401(k). The Plan, available to all qualified employees of the Entity, permits employees to defer a percentage of their salary up to the maximum percentage allowed by the Internal Revenue Service. The Entity matches 100 percent of the first three percent of the employee contribution, plus 50 percent of the employee contribution over three percent but not greater than five percent, bringing the maximum match percentage to four percent. Employees are fully vested in the Plan at the time contributions begin and there are no forfeitures. Participants must be over 21 years of age and have completed three consecutive months of service.

The Entity is the plan administrator of the Plan and the Plan trustee is Frontier Trust Company. The Entity may amend the Plan to add new features or to change or eliminate various provisions, but may not take away or reduce protected benefits under the Plan. Participants direct the allocation of their deferral based on several investment options. The assets of the Plan are not included in the Entity’s

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

Notes to Financial Statements

(Unaudited)

(In thousands)

financial statements and cannot be used for purposes other than the exclusive benefit of the participants or their beneficiaries or to pay the reasonable expenses of plan administration.

The Plan was implemented in February 2014. For the three and nine months ended March 31, 2019, the total 401(k) match expense was \$145 and \$298, respectively, on total employee contributions of \$282 and \$686, respectively. For the three and nine months ended March 31, 2018, the total 401(k) match expense was \$122 and \$238, respectively, on total employee contributions of \$240 and \$515, respectively. As of March 31, 2019, and June 30, 2018, accrued employee 401(k) deferrals and accrued employer match was \$26 and \$41, respectively, and are included in the statements of net position as accrued liabilities.

4. Commitments and Contingencies – Litigation

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

5. Lease Obligations

The Entity has an agreement for an office facilities lease and pays monthly rent. Rent expense was \$148 and \$452, respectively, for the three and nine months ended March 31, 2019. Rent expense was \$673 and \$911, respectively, for the three and nine months ended March 31, 2018.

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

Year ending June 30:	
2019	\$ 92
2020	370
2021	379
2022	387
2023	396
Thereafter	<u>1,521</u>
Total	<u>\$ 3,145</u>

The Entity has a lease agreement for office equipment, which is classified as a capital lease. The leased equipment is amortized on a straight-line basis over 5 years. Total accumulated amortization related to the leased equipment is \$43 and \$35 at March 31, 2019 and June 30, 2018, respectively. Property on capital lease as of March 31, 2019 is as follows:

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

Notes to Financial Statements

(Unaudited)

(In thousands)

Office equipment	\$	52
Less: accumulated amortization		<u>(43)</u>
Total	\$	<u><u>9</u></u>

Property on capital lease as of June 30, 2018 is as follows:

Office equipment	\$	52
Less: accumulated amortization		<u>(35)</u>
Total	\$	<u><u>17</u></u>

The interest rate related to the lease obligation is 1% and the maturity date is April 2020. Minimum future lease payments as of March 31, 2019 under this capital lease are as follows:

Year ending June 30:		
2019	\$	2
2020		<u>9</u>
Total	\$	<u><u>11</u></u>

In the fiscal year ended June 30, 2017, the Entity entered into two separate lease agreements for the use of distribution center facilities in Green, Ohio and Groveport, Ohio. Rent expense on the two facilities was \$807 and \$2,243, respectively, for the three and nine months ended March 31, 2019. Rent expense on the two facilities was \$693 and \$2,081 for the three and nine months ended March 31, 2018, respectively.

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

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

JOBSONHIO
(A Component Unit of the State of Ohio)

Notes to Financial Statements

(Unaudited)

(In thousands)

Year ending June 30:	
2019	\$ 354
2020	1,418
2021	1,473
2022	1,491
2023 - 2024	<u>2,609</u>
Total	<u><u>\$ 7,345</u></u>

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

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

Year ending June 30:	
2019	\$ 221
2020	906
2021	928
2022	953
2023	<u>79</u>
Total	<u><u>\$ 3,087</u></u>

6. Long-Term Liabilities

Special obligation revenue bonds were issued on February 1, 2013, by the Entity to finance payment of consideration in connection with the purchase of a franchise to operate the Liquor Business including the transfer of certain Liquor Business assets and bond transaction costs. The obligations were issued as bonds with (approximately) level debt service (principal and interest) maturing each year with maturities that range from one to 25 years. JobsOhio Beverage System Statewide Senior Lien Liquor Profits Tax-Exempt Revenue Bonds, Series 2013A and JobsOhio Beverage System Statewide Senior Lien Liquor Profits Taxable Revenue Bonds, 2013B outstanding at March 31, 2019 and June 30, 2018 are as follows:

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

Notes to Financial Statements

(Unaudited)

(In thousands)

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

Special obligation bonds	Original issue date	Outstanding as of June 30, 2018	Interest rates to maturity	Final maturity
Series 2013A	Feb. 2013	\$ 384,790	4.0% - 5.0%	2038
Series 2013B	Feb. 2013	\$ 950,610	2.2% - 4.5%	2035

The bonds have maturities that started in 2015 and continue through 2038. Maturities due within one year at March 31, 2019 and June 30, 2018 are \$46,720 and \$45,845, respectively. 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 March 31, 2019 are as follows:

JOBSONHIO
(A Component Unit of the State of Ohio)

Notes to Financial Statements

(Unaudited)

(In thousands)

	Principal	Interest	Total
Year ending June 30:			
2020	\$ 46,720	\$ 55,893	\$ 102,613
2021	48,890	54,011	102,901
2022	50,395	52,496	102,891
2023	52,035	50,846	102,881
2024	53,785	49,090	102,875
2025 – 2029	302,660	211,549	514,209
2030 – 2034	371,675	142,225	513,900
2035 – 2038	363,395	46,394	409,789
Total	1,289,555	\$ 662,504	\$ 1,952,059
Unamortized premium	42,314		
Less: current portion	(46,720)		
Total debt, long-term portion	\$ 1,285,149		

Debt service activity for the nine months ended March 31, 2019 is as follows:

	Balance, July 1, 2018	Additions	Reductions	Balance, March 31, 2019	Current portion
Bond principal	\$ 1,335,400	\$ -	\$ (45,845.00)	\$ 1,289,555	\$ 46,720
Bond premium	59,663	-	-	59,663	-
Less: Accumulated amortization	(15,297)	(2,052)	-	(17,349)	-
Total debt	\$ 1,379,766	\$ (2,052)	\$ (45,845)	\$ 1,331,869	\$ 46,720

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

Notes to Financial Statements

(Unaudited)

(In thousands)

Debt service activity for the fiscal year ended June 30, 2018 is as follows:

	<u>Balance, July 1, 2017</u>	<u>Additions</u>	<u>Reductions</u>	<u>Balance, June 30, 2018</u>	<u>Current portion</u>
Bond principal	\$ 1,380,270	\$ -	\$ (44,870)	\$ 1,335,400	\$ 45,845
Bond premium	59,663			59,663	-
Less: Accumulated amortization	<u>(12,531)</u>	<u>(2,766)</u>	<u>-</u>	<u>(15,297)</u>	<u>-</u>
Total debt	<u>\$ 1,427,402</u>	<u>\$ (2,766)</u>	<u>\$ (44,870)</u>	<u>\$ 1,379,766</u>	<u>\$ 45,845</u>

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

Pursuant to the terms of the Indenture, the Transfer Agreement, and the Services Agreement, the Entity is required to comply with various covenants and requirements. All financial covenants associated with the agreements executed in connection with the franchise transactions have been fully complied with as of March 31, 2019 and June 30, 2018.

(c) Revenues

Liquor sales revenues are reported net of wholesale discounts, sales taxes, and an allowance for uncollectible accounts. For the three and nine months ended March 31, 2019, operating revenues were reported net of discounts of \$5,173 and \$16,038, respectively, and sales tax of \$16,854 and \$55,504, respectively. For the three and nine months ended March 31, 2018, operating revenues were reported net of discounts of \$4,933 and \$15,142, respectively, and sales tax of \$15,677 and \$51,540, respectively.

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

(d) Combining Information

JOBSONHIO
(A Component Unit of the State of Ohio)

Notes to Financial Statements

Combining Schedule of Net Position

(Unaudited)

(In thousands)

	March 31, 2019				June 30, 2018			
	Component Unit			Combined Balance	Component Unit			Combined Balance
	JobsOhio	Beverage System	Eliminating Entries		JobsOhio	Beverage System	Eliminating Entries	
Assets:								
Current assets:								
Cash and cash equivalents - unrestricted	\$ 85,459	\$ 222,651	\$ -	\$ 308,110	\$ 70,974	\$ 203,348	\$ -	\$ 274,322
Cash and cash equivalents - restricted	-	116,502	-	116,502	-	143,464	-	143,464
Investments	507,900	-	-	507,900	460,682	-	-	460,682
Inventory	-	80,231	-	80,231	-	75,997	-	75,997
Loans	7,608	-	-	7,608	6,401	-	-	6,401
Receivables, net of allowance for uncollectable accounts	2,010	1,426	-	3,436	2,126	3,935	-	6,061
Prepaid expenses	1,270	1,242	-	2,512	996	1,326	-	2,322
Due from JOBS	35	-	(35)	-	103	-	(103)	-
Total current assets	604,282	422,052	(35)	1,026,299	541,282	428,070	(103)	969,249
Long-term assets:								
Intangible asset - liquor franchise, net of amortization	-	1,039,542	-	1,039,542	-	1,080,940	-	1,080,940
Capital assets, net of accumulated depreciation	901	1,100	-	2,001	1,080	1,153	-	2,233
Loans, net of loss allowance	89,658	-	-	89,658	84,543	-	-	84,543
Total long-term assets	90,559	1,040,642	-	1,131,201	85,623	1,082,093	-	1,167,716
Total assets	694,841	1,462,694	(35)	2,157,500	626,905	1,510,163	(103)	2,136,965
Liabilities:								
Current liabilities:								
Accounts payable	2,062	16,276	-	18,338	1,461	17,552	-	19,013
Accrued liabilities	133,898	69,407	-	203,305	55,753	69,745	-	125,498
Special obligation bonds payable - current portion	-	46,720	-	46,720	-	45,845	-	45,845
Bond interest payable	-	13,973	-	13,973	-	28,524	-	28,524
Capital lease payable - current portion	10	-	-	10	10	-	-	10
Due to JobsOhio	-	35	(35)	-	-	103	(103)	-
Total current liabilities	135,970	146,411	(35)	282,346	57,224	161,769	(103)	218,890
Long-term liabilities:								
Special obligation bonds payable	-	1,285,149	-	1,285,149	-	1,333,921	-	1,333,921
Capital lease payable	1	-	-	1	8	-	-	8
Total long-term liabilities	1	1,285,149	-	1,285,150	8	1,333,921	-	1,333,929
Total liabilities	135,971	1,431,560	(35)	1,567,496	57,232	1,495,690	(103)	1,552,819
Net position:								
Net investment in capital assets	901	1,100	-	2,001	1,080	1,153	-	2,233
Unrestricted	557,969	30,034	-	588,003	568,593	13,320	-	581,913
Total net position	\$ 558,870	\$ 31,134	\$ -	\$ 590,004	\$ 569,673	\$ 14,473	\$ -	\$ 584,146

JOBSONHIO
(A Component Unit of the State of Ohio)

Notes to Financial Statements

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

(Unaudited)

(In thousands)

	Three Months Ended March 31, 2019				Three Months Ended March 31, 2018			
	Component Unit			Combined Balance	Component Unit			Combined Balance
	JobsOhio	JobsOhio Beverage System	Eliminating Entries		JobsOhio	JobsOhio Beverage System	Eliminating Entries	
Operating revenues:								
Net liquor sales	\$ -	\$ 292,344	\$ -	\$ 292,344	\$ -	\$ 273,693	\$ -	\$ 273,693
Distribution center revenue	-	1,733	-	1,733	-	1,541	-	1,541
Interest income - loans	713	-	-	713	458	-	-	458
Fees and other	405	-	(265)	140	273	-	(175)	98
Total operating revenues	1,118	294,077	(265)	294,930	731	275,234	(175)	275,790
Operating expenses:								
Cost of goods sold	-	172,817	-	172,817	-	156,769	-	156,769
Sales commissions	-	15,744	-	15,744	-	14,845	-	14,845
Liquor gallonage taxes	-	11,474	-	11,474	-	11,171	-	11,171
Amortization of intangible asset - liquor franchise	-	13,799	-	13,799	-	13,799	-	13,799
Service fees	-	4,143	-	4,143	-	4,883	-	4,883
Supplemental Payment	-	12,598	-	12,598	-	12,164	-	12,164
JobsOhio management fees	-	265	(265)	-	-	175	(175)	-
Economic development programs	27,050	-	-	27,050	23,320	-	-	23,320
Salaries and benefits	3,393	-	-	3,393	4,632	-	-	4,632
Economic development purchased services	3,507	-	-	3,507	2,727	-	-	2,727
Professional services	961	1,893	-	2,854	1,415	1,390	-	2,805
Insurance	59	108	-	167	54	98	-	152
Administrative and support	1,067	1,051	-	2,118	1,571	854	-	2,425
Marketing	2,419	-	-	2,419	2,568	-	-	2,568
Other	36	53	-	89	-	319	-	319
Total operating expenses	38,492	233,945	(265)	272,172	36,287	216,467	(175)	252,579
Operating income (loss)	(37,374)	60,132		22,758	(35,556)	58,767	-	23,211
Nonoperating revenues (expenses):								
Grants	50,000	(50,000)	-	-	50,000	(50,000)	-	-
Bond interest, net	-	(13,295)	-	(13,295)	-	(13,575)	-	(13,575)
Investment income	5,595	-	-	5,595	(397)	-	-	(397)
Other, net	-	1,708	-	1,708	-	819	-	819
Total nonoperating revenues (expenses)	55,595	(61,587)	-	(5,992)	49,603	(62,756)	-	(13,153)
Change in net position	18,221	(1,455)	-	16,766	14,047	(3,989)	-	10,058
Net position, beginning of period	540,649	32,589	-	573,238	484,434	17,260	-	501,694
Net position, end of period	\$ 558,870	\$ 31,134	\$ -	\$ 590,004	\$ 498,481	\$ 13,271	\$ -	\$ 511,752

JOBSONHIO
(A Component Unit of the State of Ohio)

Notes to Financial Statements

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

(Unaudited)

(In thousands)

	Nine Months Ended March 31, 2019				Nine Months Ended March 31, 2018			
	Component Unit			Combined Balance	Component Unit			Combined Balance
	JobsOhio	JobsOhio Beverage System	Eliminating Entries		JobsOhio	JobsOhio Beverage System	Eliminating Entries	
Operating revenues:								
Net liquor sales	\$ -	\$ 949,526	\$ -	\$ 949,526	\$ -	\$ 883,716	\$ -	\$ 883,716
Distribution center revenue	-	5,359	-	5,359	-	4,771	-	4,771
Interest income - loans	2,029	-	-	2,029	1,582	-	-	1,582
Fees and other	1,175	-	(861)	314	989	-	(574)	415
Total operating revenues	3,204	954,885	(861)	957,228	2,571	888,487	(574)	890,484
Operating expenses:								
Cost of goods sold	-	559,335	-	559,335	-	518,584	-	518,584
Sales commissions	-	51,659	-	51,659	-	48,193	-	48,193
Liquor gallonage taxes	-	37,428	-	37,428	-	36,123	-	36,123
Amortization of intangible asset - liquor franchise	-	41,398	-	41,398	-	41,398	-	41,398
Service fees	-	12,429	-	12,429	-	13,863	-	13,863
Supplemental Payment	-	40,591	-	40,591	-	28,788	-	28,788
JobsOhio management fees	-	861	(861)	-	-	574	(574)	-
Economic development programs	140,242	-	-	140,242	102,693	-	-	102,693
Salaries and benefits	11,580	-	-	11,580	9,870	-	-	9,870
Economic development purchased services	9,916	-	-	9,916	8,529	-	-	8,529
Professional services	4,399	5,416	-	9,815	3,819	5,458	-	9,277
Insurance	171	303	-	474	155	294	-	449
Administrative and support	3,242	2,893	-	6,135	3,566	2,445	-	6,011
Marketing	7,424	-	-	7,424	8,249	-	-	8,249
Other	36	171	-	207	-	794	-	794
Total operating expenses	177,010	752,484	(861)	928,633	136,881	696,514	(574)	832,821
Operating income (loss)	(173,806)	202,401	-	28,595	(134,310)	191,973	-	57,663
Nonoperating revenues (expenses):								
Grants	150,000	(150,000)	-	-	145,000	(145,000)	-	-
Bond interest, net	-	(40,446)	-	(40,446)	-	(41,196)	-	(41,196)
Investment income	13,003	-	-	13,003	554	-	-	554
Other, net	-	4,706	-	4,706	-	2,133	-	2,133
Total nonoperating revenues (expenses)	163,003	(185,740)	-	(22,737)	145,554	(184,063)	-	(38,509)
Change in net position	(10,803)	16,661	-	5,858	11,244	7,910	-	19,154
Net position, beginning of period	569,673	14,473	-	584,146	487,237	5,361	-	492,598
Net position, end of period	\$ 558,870	\$ 31,134	\$ -	\$ 590,004	\$ 498,481	\$ 13,271	\$ -	\$ 511,752

JOBSOHIO
(A Component Unit of the State of Ohio)

Notes to Financial Statements

Combining Schedule of Cash Flows

(Unaudited)

(In thousands)

	Nine Months Ended March 31, 2019				Nine Months Ended March 31, 2018			
	Component Unit				Component Unit			
	JobsOhio	Beverage System	Eliminating Entries	Combined Balance	JobsOhio	Beverage System	Eliminating Entries	Combined Balance
	JobsOhio	Beverage System	Eliminating Entries	Combined Balance	JobsOhio	Beverage System	Eliminating Entries	Combined Balance
Cash flows from operating activities:								
Receipts from fees and other	\$ 2,424	\$ -	\$ -	\$ 2,424	\$ 1,698	\$ -	\$ -	\$ 1,698
Receipts from customers	-	951,625	-	951,625	-	881,363	-	881,363
Receipts from suppliers	-	5,512	-	5,512	-	3,501	-	3,501
Payments to employees	(11,351)	-	-	(11,351)	(9,594)	-	-	(9,594)
Payments to suppliers	(24,799)	(576,781)	-	(601,580)	(24,506)	(527,711)	-	(552,217)
Payments for economic development programs	(68,406)	-	-	(68,406)	(72,936)	-	-	(72,936)
Payments for commissions	-	(51,774)	-	(51,774)	-	(47,847)	-	(47,847)
Receipts from sales taxes	-	55,504	-	55,504	-	51,540	-	51,540
Payments for sales tax collections to State and county	-	(55,662)	-	(55,662)	-	(51,138)	-	(51,138)
Payments for gallone tax collections to State	-	(37,658)	-	(37,658)	-	(35,945)	-	(35,945)
Payments for servicing fees	-	(12,348)	-	(12,348)	-	(11,498)	-	(11,498)
Payments for Supplemental Payment to State	-	(36,831)	-	(36,831)	-	(13,495)	-	(13,495)
Payments for taxes	(36)	-	-	(36)	-	-	-	-
Receipts (payments) between JobsOhio and component unit	929	(929)	-	-	315	(315)	-	-
Net cash provided by (used in) operating activities	(101,239)	240,658	-	139,419	(105,023)	248,455	-	143,432
Cash flows from noncapital financing activities:								
Receipts (payments) between JobsOhio and component unit for grants	150,000	(150,000)	-	-	145,000	(145,000)	-	-
Payments for other nonoperating expenses	-	(1)	-	(1)	-	(5)	-	(5)
Net cash provided by (used in) noncapital financing activities	150,000	(150,001)	-	(1)	145,000	(145,005)	-	(5)
Cash flows from capital and related financing activities:								
Acquisition of capital assets	(54)	(129)	-	(183)	(274)	(246)	-	(520)
Payments for capital lease	(7)	-	-	(7)	(8)	-	-	(8)
Payments for bond principal	-	(45,845)	-	(45,845)	-	(44,870)	-	(44,870)
Payments for bond interest	-	(57,049)	-	(57,049)	-	(58,024)	-	(58,024)
Net cash used in capital and related financing activities	(61)	(103,023)	-	(103,084)	(282)	(103,140)	-	(103,422)
Cash flows from investing activities:								
Dividends and interest income	7,548	4,707	-	12,255	4,543	2,134	-	6,677
Purchases of investments	(125,137)	-	-	(125,137)	(127,932)	-	-	(127,932)
Proceeds from maturities of investments	83,374	-	-	83,374	93,266	-	-	93,266
Net cash provided by (used in) investing activities	(34,215)	4,707	-	(29,508)	(30,123)	2,134	-	(27,989)
Net increase (decrease) in cash and cash equivalents	14,485	(7,659)	-	6,826	9,572	2,444	-	12,016
Cash and cash equivalents, beginning of period	70,974	346,812	-	417,786	93,302	309,666	-	402,968
Cash and cash equivalents, end of period	\$ 85,459	\$ 339,153	\$ -	\$ 424,612	\$ 102,874	\$ 312,110	\$ -	\$ 414,984
Reconciliation of operating income (loss) to net cash provided by (used in) operating activities:								
Operating income (loss)	\$ (173,806)	\$ 202,401	\$ -	\$ 28,595	\$ (134,310)	\$ 191,973	\$ -	\$ 57,663
Adjustments to reconcile operating income to net cash provided by (used in) operating activities:								
Amortization of intangible asset - liquor franchise	-	41,398	-	41,398	-	41,398	-	41,398
Depreciation and amortization expense	241	172	-	413	363	22	-	385
(Increase) in loans	(6,892)	-	-	(6,892)	(31,775)	-	-	(31,775)
Increase (decrease) in loan valuation allowance	570	-	-	570	(304)	-	-	(304)
(Decrease) in inventory	-	(4,234)	-	(4,234)	-	(1,768)	-	(1,768)
(Increase) decrease in receivables, net of allowance for doubtful accounts	116	2,509	-	2,625	(583)	(3,804)	-	(4,387)
(Increase) decrease in prepaid expenses	(274)	84	-	(190)	(1,091)	2,799	-	1,708
(Increase) decrease in due from/to component unit (net)	68	(68)	-	-	(259)	259	-	-
Increase (decrease) in accounts payable	593	(1,266)	-	(673)	(343)	1,550	-	1,207
Increase (decrease) in accrued liabilities	78,145	(338)	-	77,807	63,279	16,026	-	79,305
Total adjustments	72,567	38,257	-	110,824	29,287	56,482	-	85,769
Net cash provided by (used in) operating activities	\$ (101,239)	\$ 240,658	\$ -	\$ 139,419	\$ (105,023)	\$ 248,455	\$ -	\$ 143,432
Noncash capital and related financing activities:								
Purchases of capital assets on account	\$ 8	\$ -	\$ -	\$ 8	\$ 89	\$ 219	\$ -	\$ 308
Amortization of bonds payable	\$ -	\$ 2,052	\$ -	\$ 2,052	\$ -	\$ 2,079	\$ -	\$ 2,079