

**INDUSTRIAL DEVELOPMENT AUTHORITY
of the
COUNTY OF STAFFORD
and the
CITY OF STAUNTON, VIRGINIA**

ANNUAL FINANCIAL REPORT

FOR THE YEAR ENDED JUNE 30, 2025



Prepared by:
VML/VACO Finance

**INDUSTRIAL DEVELOPMENT AUTHORITY of the
COUNTY of STAFFORD and the CITY of STAUNTON, VIRGINIA**

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INTRODUCTORY SECTION

**Industrial Development Authority of the County of Stafford
and the City of Staunton, Virginia**

**Principal Officials
Year Ended June 30, 2025**

Board of Directors

Gary G. Adkins, Chair
County of Stafford

Chandra Mason, PhD, Vice Chair
City of Staunton

VACANT
City of Staunton

Henry S. Thomassen
County of Stafford

VACANT
City of Staunton

Zachary Long
City of Staunton

Terry Payne
County of Stafford

Administrative Staff

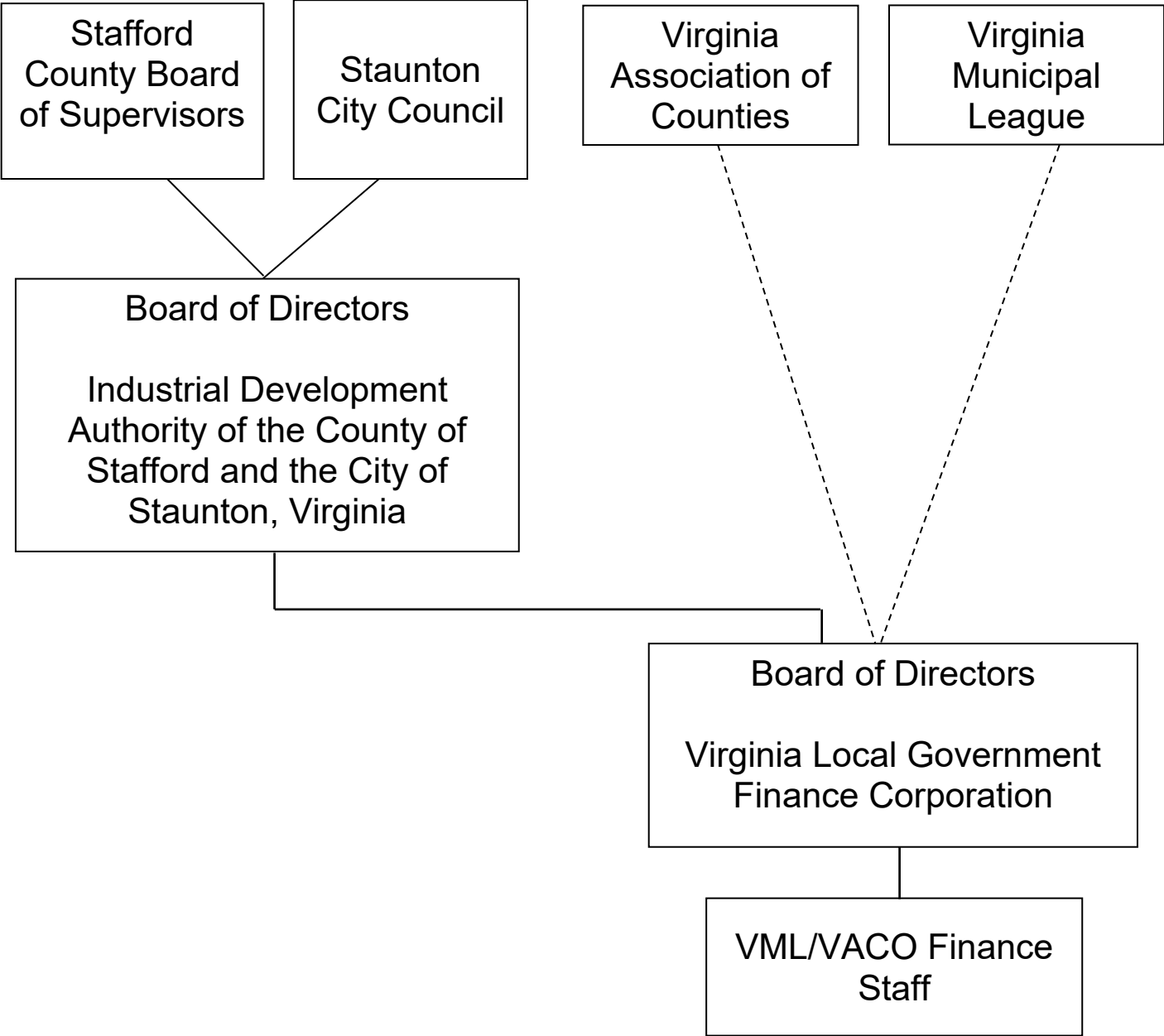
David McQuillen, Secretary-Treasurer
Associate Director
VML/VACo Finance

Steven C. Mulroy, Assistant Secretary
Managing Director
VML/VACo Finance

Christine L. Lopilato, CGFM
Controller
VML/VACo Finance

**Industrial Development Authority
of the County of Stafford
and the City of Staunton, Virginia**

Organization Chart



FINANCIAL SECTION



Independent Auditors' Report

**To the Honorable Members of the Board of Directors
Industrial Development Authority of the County of Stafford and the City of Staunton, Virginia
Richmond, Virginia**

Report on the Audit of the Financial Statements

Opinions

We have audited the accompanying financial statements of the business-type activities and the discretely presented component unit, as of and for the year ended June 30, 2025, and the related notes to the financial statements, which collectively comprise the Industrial Development Authority of the County of Stafford and the City of Staunton, Virginia's basic financial statements as listed in the table of contents.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the business-type activities and the discretely presented component unit, as of June 30, 2025, and the changes in financial position, and cash flows thereof for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinions

We conducted our audit in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States; and the *Specifications for Audits of Authorities, Boards, and Commissions*, issued by the Auditor of Public Accounts of the Commonwealth of Virginia. Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Industrial Development Authority of the County of Stafford and the City of Staunton, Virginia, 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 opinions.

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.

Responsibilities of Management for the Financial Statements (Continued)

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 Industrial Development Authority of the County of Stafford and the City of Staunton, Virginia'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.

Auditors' 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 auditors' report that includes our opinions. 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 generally accepted auditing standards, *Government Auditing Standards*, and the *Specifications for Audits of Authorities, Boards, and Commissions* 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 generally accepted auditing standards, *Government Auditing Standards*, and the *Specifications for Audits of Authorities, Boards, and Commission*, 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 Industrial Development Authority of the County of Stafford and the City of Staunton, Virginia'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 Industrial Development Authority of the County of Stafford and the City of Staunton, Virginia'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 as listed in the table of contents be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board, who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our 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.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated January 14, 2026, on our consideration of Industrial Development Authority of the County of Stafford and the City of Staunton, Virginia's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of Industrial Development Authority of the County of Stafford and the City of Staunton, Virginia's internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering Industrial Development Authority of the County of Stafford and the City of Staunton, Virginia's internal control over financial reporting and compliance.

Robinson, Farmer, Cox Associates

Richmond, Virginia
January 14, 2026

**INDUSTRIAL DEVELOPMENT AUTHORITY of the
COUNTY OF STAFFORD and the CITY OF STAUNTON, VIRGINIA
MANAGEMENT’S DISCUSSION AND ANALYSIS (UNAUDITED)**

JUNE 30, 2025

This discussion and analysis provides an overview of the financial position and the results of activities of the Industrial Development Authority of the County of Stafford and the City of Staunton, Virginia (“IDA”) as of and for the fiscal year ended June 30, 2025. The Virginia Local Government Finance Corporation (“VLGFC”) is a component unit of the IDA, and both entities provide financial services to local governments as “VML/VACo Finance.” Management offers the following discussion and analysis as a narrative introduction to the basic financial statements. This narrative is intended as a supplement and should be read in conjunction with the basic financial statements and accompanying notes.

Having served over 300 localities and governmental organizations, VML/VACo Finance is the most widely-used financial services program focused on the Virginia local governments. Its mission is to provide high-quality financial services, using pooling and economies of scale to lower costs.

The IDA was created as a political subdivision of the Commonwealth of Virginia on June 3, 2003 by action of the Board of Supervisors of the County of Stafford, Virginia and by corresponding action of the City Council of the City of Staunton, Virginia. Their adopted ordinances identified the IDA’s purpose as providing capital project financing and other assistance to governmental units in Virginia through VML/VACo Finance, a program sponsored by the Virginia Municipal League (VML) and the Virginia Association of Counties (VACo).

The IDA is governed by a seven-member Board of Directors, three members of which are appointed by the Stafford County Board of Supervisors and three of which are appointed by the Staunton City Council. An additional member is appointed by one of these two entities, alternating between the two governing bodies at the end of each four-year term.

VLGFC, a component unit of the IDA, is a 501(c)(4) non-profit corporation that serves as administrator for the IDA and its programs and, in addition, provides financial services directly to governmental entities in the areas of financing and municipal advisory services, investment administration, accounting services, and association management. VLGFC’s Board of Directors is appointed by the IDA Board of Directors from among nominees submitted by VML and VACo.

VLGFC is a registered Municipal Advisor with the Municipal Securities Rulemaking Board (MSRB) and has a fiduciary duty to its municipal advisory clients. While working with clients, a range of financing options for capital projects are considered, which may include the issuance of municipal bonds, bank loans, and state bond pools, etc. VLGFC develops various analytical reports to support its recommendations to clients.

IDA Programs

In addition to the programs administered by VLGFC, the IDA serves as a loan paying agent for participants in the Fixed Rate Loan Program. In this capacity, the IDA maintains an account in the Virginia Investment Pool for each Fixed Rate Loan Program participant and collects loan debt service and administrative payments. Debt service payments are then remitted to the financial institution providing the loan to the participant. The program also provides arbitrage monitoring services through a third party at no additional cost to clients. On occasion, the IDA may serve as a conduit issuer in a lease revenue structure when a general obligation pledge is not appropriate or available.

Additionally, the IDA administers various outstanding publicly traded bond issues in connection with its legacy Pooled Loan Bond Program. (See Notes 6 and 7 for additional information.)

**INDUSTRIAL DEVELOPMENT AUTHORITY of the
COUNTY OF STAFFORD and the CITY OF STAUNTON, VIRGINIA
MANAGEMENT’S DISCUSSION AND ANALYSIS (UNAUDITED)**

JUNE 30, 2025

These include the following:

- The Series 2007 bond issues are insured pooled municipal bond issues with fixed rates and include reserve funds at the program level. IDA bonds issued for participants in Series 2007C remained outstanding as of June 30, 2025. IDA bonds issued to fund a reserve fund in the Series 2007E issue also remained outstanding as of June 30, 2025.
- The Series 2010 bond issues included pooled Build America Bonds with fixed rates, none of which are insured. IDA bonds issued to fund loans to participants in Series 2010A and 2010D remained outstanding as of June 30, 2025.

VLGFC (Component Unit) Programs

VLGFC assists local governments in financing through vehicles not limited to IDA programs; administers two governmental investment programs; provides accounting services to local governments; and serves as Program Administrator to the Virginia Government Finance Officers’ Association.

Financing and Municipal Advisory Services: VLGFC is registered as a Municipal Advisor (MA) with the Municipal Securities Rulemaking Board (MSRB) and the U.S. Securities and Exchange Commission (SEC). As an MA, VLGFC assists clients with developing and implementing a plan of finance, whether through bank loans, equipment lease purchase financing, municipal bond issues, or one of several state or federal bond pools or programs. VML/VACo Finance offers localities that finance with bank loans several optional programmatic features through its “Fixed Rate Loan Program,” including arbitrage monitoring for no additional cost, an online payment portal, and an annual fee structure at the same present value cost as a traditional upfront fee. Municipal Advisory deliverables also include, but are not limited to, development and presentation of credit and debt affordability analyses, plans of finance for major capital projects, and financial forecasts.

Virginia Pooled OPEB Trust Fund (“OPEB Trust”): The VLGFC is program administrator for the OPEB Trust, established in 2008 under the Joint Exercise of Powers statute of the Commonwealth of Virginia. It operates pursuant to a trust agreement as an irrevocable trust to receive, invest, and disburse funds set aside by political subdivisions of the Commonwealth of Virginia to defray future expenses related to post-employment benefits other than pensions (OPEB). Income of the Trust is tax-exempt under Section 115 of the Internal Revenue Code. The OPEB Trust is jointly sponsored by VACo and VML and operates as the “VACo/VML Pooled OPEB Trust.” Primary benefits of participation in the OPEB Trust include professional management of trust assets in two diversified investment portfolios: one with a targeted rate of return of 7.5% and the other with a targeted rate of return of 6.0%. Participants hold individual trust accounts wherein they can monitor the performance of their investments without the burden and expense of directing separately managed trust accounts. The OPEB Trust issues a separate annual financial statement which is available upon request.

The net position of the OPEB Trust increased in fiscal year 2025 from \$1.89 billion on June 30, 2024, to \$2.07 billion on June 30, 2025.

Virginia Investment Pool Trust Fund (“VIP Trust”): The VLGFC is program administrator for the VIP Trust, established in 2013 under the Joint Exercise of Powers statute of the Commonwealth of Virginia. It operates pursuant to a trust agreement, providing political subdivisions of the Commonwealth with a vehicle to pool their funds for investment in portfolios under the direction and daily supervision of a professional fund manager. Income of the VIP Trust is tax-exempt under Section 115 of the Internal Revenue Code. The VIP Trust is jointly sponsored by VACo and VML and operates as the “VACo/VML Virginia Investment Pool.” Primary benefits of participation in the VIP Trust include professional management of trust assets, competitive rates of return, and convenient, secure online access to accounts. The VIP Trust offers two investment portfolios, one designed for daily cash liquidity, and the other designed for surplus funds that can be appropriately invested in longer duration securities. Participants hold individual trust accounts wherein they can monitor the performance of the investments. The VIP Trust issues a separate annual financial statement which is available upon request.

**INDUSTRIAL DEVELOPMENT AUTHORITY of the
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MANAGEMENT’S DISCUSSION AND ANALYSIS (UNAUDITED)**

JUNE 30, 2025

The net position of the VIP Trust increased in fiscal year 2025 from \$3.69 billion on June 30, 2024, to \$3.91 billion on June 30, 2025.

Accounting Services: Since 2009, VLGFC has placed experienced CPAs and other local government accountants in temporary assignments with local governments. The program assists local governments by filling staff vacancies; providing advice and expertise on maintaining their records and transactions in compliance with Generally Accepted Accounting Principles; and assisting in annual audit preparation.

Association Management: The VLGFC serves as program administrator for the Virginia Government Finance Officers’ Association (VGFOA), a state-wide professional organization with over 500 active members. VGFOA each year holds two conferences and hosts a number of educational and training events for governmental financial professionals across the state. As program administrator, VLGFC acts as VGFOA’s staff, assisting members and the Executive Board with day-to-day activities, coordination of conference activities, and financial administration.

FINANCIAL HIGHLIGHTS

- The assets of the IDA exceeded liabilities at June 30, 2025 by \$57,610. This represents an increase from the prior year unrestricted net position of \$40,739. The IDA’s unrestricted net position increased by \$16,871 during the fiscal year ended June 30, 2025.
- Total current assets of the IDA as of June 30, 2025 were \$54,916 compared to June 30, 2024 at \$63,833. Total noncurrent assets increased from \$0.96 million as of June 30, 2024 to \$0.99 million as of June 30, 2025.
- Total current liabilities of the IDA remained constant at \$20,000 as of June 30, 2025 versus \$20,000 as of June 30, 2024. Total noncurrent liabilities (long-term debt) remained stable from \$0.97 million as of June 20, 2024 to \$0.97 million as of June 30, 2025, decreasing by \$425 for current fiscal year bond premium amortization.
- Total operating revenues of the IDA were \$73,945 for the fiscal year ending June 30, 2025 compared to \$44,098 for the fiscal year ending June 30, 2024. The increase in revenues in fiscal year 2025 was due to an increase in the net appreciation in fair value of investments during the fiscal year 2025. Net appreciation in fair value of investments during fiscal year 2025 was \$15,874 compared to net depreciation in fair value of investments of (\$16,850) during fiscal year 2024.
- Total operating expenses of the IDA were \$57,074 for the fiscal year ended June 30, 2025 compared to \$53,760 for the fiscal year ended June 30, 2024.

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**INDUSTRIAL DEVELOPMENT AUTHORITY of the
COUNTY OF STAFFORD and the CITY OF STAUNTON, VIRGINIA
MANAGEMENT’S DISCUSSION AND ANALYSIS (UNAUDITED)**

JUNE 30, 2025

- The IDA experienced positive cash flow during the fiscal year ended June 30, 2025. The net increase in cash for fiscal year 2025 was \$21,851 compared to negative cash flow of (\$24,403) for fiscal year 2024. The increase in positive cash flow for fiscal year 2025 compared to the previous year was principally due to a partial call of \$20,800 of a bond investment in the 2007E Reserve Fund during fiscal year 2025.

OVERVIEW OF THE FINANCIAL STATEMENTS

The components of the financial statements and the required supplementary information are prepared in accordance with accounting principles generally accepted in the United States of America as promulgated by the Government Accounting Standards Board (“GASB”).

This overview serves as an introduction to the IDA’s basic financial statements. The IDA’s basic financial statements include the following:

- The *Statement of Net Position* presents the IDA’s assets and liabilities. The difference between the assets and liabilities is reported as the net position. Over time, changes in net position may serve as a useful indicator of whether the financial position of the IDA is improving or deteriorating.
- The *Statement of Revenues, Expenses, and Changes in Net Position* presents information showing how the IDA’s net position changed during the period. This statement includes revenues and expenses that occurred during the fiscal year.
- The *Statement of Cash Flows* presents the cash from operating activities, investments and financing activities. This statement is useful in determining short-term viability and can be a valuable measure of fiscal strength, positive net revenues, and long-term future outlook.
- The *Notes to Financial Statements* provide additional information that is essential for understanding the financial data provided in the financial statements and are an integral part of the financial statements.

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**INDUSTRIAL DEVELOPMENT AUTHORITY of the
COUNTY OF STAFFORD and the CITY OF STAUNTON, VIRGINIA
MANAGEMENT’S DISCUSSION AND ANALYSIS (UNAUDITED)**

JUNE 30, 2025

The summarized financial information as of and for fiscal years ended June 30, 2025 and 2024 is as follows:

	IDA		Component Unit VLGFC	
	2025	2024	2025	2024
Total Assets	\$ 1,042,710	\$ 1,026,264	\$ 1,442,506	\$ 1,324,893
Total Liabilities	985,100	985,525	749,045	606,828
Net Position, June 30	\$ 57,610	\$ 40,739	\$ 693,461	\$ 718,065
Total Revenues	\$ 73,945	\$ 44,098	\$ 3,020,586	\$ 2,615,722
Total Expenses	57,074	53,760	3,045,190	2,692,827
Change in Net Position, June 30	\$ 16,871	\$ (9,662)	\$ (24,604)	\$ (77,105)
Net position, July 1	40,739	50,401	718,065	795,170
Change in Net Position	\$ 16,871	\$ (9,662)	\$ (24,604)	\$ (77,105)
Net Position, June 30	\$ 57,610	\$ 40,739	\$ 693,461	\$ 718,065

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**INDUSTRIAL DEVELOPMENT AUTHORITY of the
COUNTY OF STAFFORD and the CITY OF STAUNTON, VIRGINIA
MANAGEMENT’S DISCUSSION AND ANALYSIS (UNAUDITED)**

JUNE 30, 2025

FINANCIAL ANALYSIS

The primary purpose of the IDA is to provide capital project financing and other assistance to governmental units throughout the Commonwealth of Virginia in accordance with a program established and promoted by the Virginia Association of Counties (VACo) and the Virginia Municipal League (VML).

The comparative financial information for fiscal year 2025 to fiscal year 2024 is as follows:

Summary Schedule of Assets, Liabilities and Net Position

	IDA			
	2025	2024	Increase (Decrease)	% Change
ASSETS				
Current assets				
Cash and cash equivalents	\$ 33,593	\$ 42,031	\$ (8,438)	-20.08%
Interest receivables	21,323	21,802	(479)	-2.20%
Total current assets	<u>\$ 54,916</u>	<u>\$ 63,833</u>	<u>\$ (8,917)</u>	<u>-13.97%</u>
Noncurrent assets:				
Restricted cash and cash equivalents	\$ 57,094	\$ 26,805	\$ 30,289	113.00%
Long-term investments	930,700	935,626	(4,926)	-0.53%
Total noncurrent assets	<u>\$ 987,794</u>	<u>\$ 962,431</u>	<u>\$ 25,363</u>	<u>2.64%</u>
TOTAL ASSETS	<u>\$ 1,042,710</u>	<u>\$ 1,026,264</u>	<u>\$ 16,446</u>	<u>1.60%</u>
LIABILITIES				
Current liabilities:				
Interest payable	\$ 20,000	\$ 20,000	\$ -	0.00%
Total current liabilities	<u>\$ 20,000</u>	<u>\$ 20,000</u>	<u>\$ -</u>	<u>0.00%</u>
Noncurrent liabilities:				
Long-term debt payable from restricted assets, net	\$ 965,100	\$ 965,525	\$ (425)	-0.04%
Total noncurrent liabilities	<u>\$ 965,100</u>	<u>\$ 965,525</u>	<u>\$ (425)</u>	<u>-0.04%</u>
TOTAL LIABILITIES	<u>\$ 985,100</u>	<u>\$ 985,525</u>	<u>\$ (425)</u>	<u>-0.04%</u>
NET POSITION	<u>\$ 57,610</u>	<u>\$ 40,739</u>	<u>\$ 16,871</u>	

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**INDUSTRIAL DEVELOPMENT AUTHORITY of the
COUNTY OF STAFFORD and the CITY OF STAUNTON, VIRGINIA
MANAGEMENT'S DISCUSSION AND ANALYSIS (UNAUDITED)**

JUNE 30, 2025

Summary Schedule of Revenues, Expenses and Changes in Net Position

	IDA			
	2025	2024	Increase (Decrease)	% Change
OPERATING REVENUE				
Fees earned from the issuance and administration of debt	\$ 2,120	\$ 3,745	\$ (1,625)	-43.39%
Investment income	55,951	57,203	(1,252)	-2.19%
Net appreciation / (depreciation) in fair value of investments	15,874	(16,850)	32,724	-194.21%
Total Operating Revenues	<u>\$ 73,945</u>	<u>\$ 44,098</u>	<u>\$ 29,847</u>	<u>67.68%</u>
OPERATING EXPENSES				
Debt issuance costs	\$ 6,305	\$ -	\$ 6,305	
Debt service - interest	48,375	47,575	800	1.68%
Costs incurred from the issuance and administration of debt	2,394	6,185	(3,791)	-61.29%
Total Operating Expenses	<u>\$ 57,074</u>	<u>\$ 53,760</u>	<u>\$ 3,314</u>	<u>6.16%</u>
CHANGE IN NET POSITION	<u>\$ 16,871</u>	<u>\$ (9,662)</u>	<u>\$ 26,533</u>	<u>-274.61%</u>
Net position, beginning of year	<u>\$ 40,739</u>	<u>\$ 50,401</u>	<u>\$ (9,662)</u>	
Net position, end of year	<u>\$ 57,610</u>	<u>\$ 40,739</u>	<u>\$ 16,871</u>	

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**INDUSTRIAL DEVELOPMENT AUTHORITY of the
COUNTY OF STAFFORD and the CITY OF STAUNTON, VIRGINIA
MANAGEMENT'S DISCUSSION AND ANALYSIS (UNAUDITED)**

JUNE 30, 2025

Summary Schedule of Assets, Liabilities and Net Position

	Component Unit			
	VLGFC			
	2025	2024	Increase (Decrease)	% Change
ASSETS				
Current assets:				
Cash and cash equivalents	\$ 570,691	\$ 510,492	\$ 60,199	11.79%
Short-term investments	189,915	187,079	2,836	1.52%
Accounts receivables	472,205	437,985	34,220	7.81%
Prepaid expenses	7,380	-	7,380	100.00%
Total current assets	<u>\$ 1,240,191</u>	<u>\$ 1,135,556</u>	<u>\$ 104,635</u>	<u>9.21%</u>
Noncurrent assets:				
Long-term investments	\$ 202,315	\$ 189,337	\$ 12,978	6.85%
Total noncurrent assets	<u>\$ 202,315</u>	<u>\$ 189,337</u>	<u>\$ 12,978</u>	<u>6.85%</u>
TOTAL ASSETS	<u>\$ 1,442,506</u>	<u>\$ 1,324,893</u>	<u>\$ 117,613</u>	<u>8.88%</u>
LIABILITIES				
Current liabilities:				
Accounts payable	\$ 749,045	\$ 606,828	\$ 142,217	23.44%
Total current liabilities	<u>\$ 749,045</u>	<u>\$ 606,828</u>	<u>\$ 142,217</u>	<u>23.44%</u>
TOTAL LIABILITIES	<u>\$ 749,045</u>	<u>\$ 606,828</u>	<u>\$ 142,217</u>	<u>23.44%</u>
NET POSITION	<u>\$ 693,461</u>	<u>\$ 718,065</u>	<u>\$ (24,604)</u>	

Summary Schedule of Revenues, Expenses and Changes in Net Position

	Component Unit			
	VLGFC			
	2025	2024	Increase (Decrease)	% Change
OPERATING REVENUE				
Fees earned from financial and accounting services	\$ 746,222	\$ 644,197	\$ 102,025	15.84%
Fees earned from investment program administration	2,240,702	1,941,859	298,843	15.39%
Investment income	20,688	22,134	(1,446)	-6.53%
Net appreciation / (depreciation) in fair value of investments	12,974	7,532	5,442	72.25%
Total Operating Revenues	<u>\$ 3,020,586</u>	<u>\$ 2,615,722</u>	<u>\$ 404,864</u>	<u>15.48%</u>
OPERATING EXPENSES				
Costs incurred from financial and accounting services	\$ 773,149	\$ 647,556	\$ 125,593	19.39%
Costs incurred from investment program administration	2,190,128	1,952,804	237,324	12.15%
General operating expenses	81,913	92,467	(10,554)	-11.41%
Total Operating Expenses	<u>\$ 3,045,190</u>	<u>\$ 2,692,827</u>	<u>\$ 352,363</u>	<u>13.09%</u>
CHANGE IN NET POSITION	<u>\$ (24,604)</u>	<u>\$ (77,105)</u>	<u>\$ 52,501</u>	<u>-68.09%</u>
Net position, beginning of year	<u>\$ 718,065</u>	<u>\$ 795,170</u>	<u>\$ (77,105)</u>	
Net position, end of year	<u>\$ 693,461</u>	<u>\$ 718,065</u>	<u>\$ (24,604)</u>	

**INDUSTRIAL DEVELOPMENT AUTHORITY of the
COUNTY OF STAFFORD and the CITY OF STAUNTON, VIRGINIA
MANAGEMENT'S DISCUSSION AND ANALYSIS (UNAUDITED)**

JUNE 30, 2025

REQUESTS FOR INFORMATION

This financial report is designed to provide the IDA Board of Directors, VLGFC Board of Directors, program participants, creditors of the IDA and the general public with an overview of the IDA's and VLGFC's finances. Questions concerning any of the information provided in this report or requests for additional financial information should be addressed to:

Managing Director
VML/VACo Finance
8 E. Canal Street
Richmond, VA 23219
(804) 648-0635

**INDUSTRIAL DEVELOPMENT AUTHORITY of the
COUNTY OF STAFFORD and the CITY OF STAUNTON, VIRGINIA
STATEMENT OF NET POSITION**

JUNE 30, 2025

	Industrial Development Authority of the County of Stafford and the City of Staunton Virginia	Component Unit Virginia Local Government Finance Corporation
ASSETS		
Current Assets:		
Cash and cash equivalents	\$ 33,593	\$ 570,691
Short-term investments	-	189,915
Accounts receivables	-	472,205
Interest receivables	21,323	-
Prepaid expenses	-	7,380
Total current assets	<u>\$ 54,916</u>	<u>\$ 1,240,191</u>
Noncurrent Assets:		
Restricted cash and cash equivalents	\$ 57,094	\$ -
Long-term investments	930,700	202,315
Total noncurrent assets	<u>\$ 987,794</u>	<u>\$ 202,315</u>
Total assets	<u>\$ 1,042,710</u>	<u>\$ 1,442,506</u>
LIABILITIES		
Current Liabilities:		
Accounts payable	\$ -	\$ 749,045
Current liabilities payable from restricted assets		
Interest payable	20,000	-
Total current liabilities	<u>\$ 20,000</u>	<u>\$ 749,045</u>
Noncurrent Liabilities:		
Long-term debt payable from restricted assets, net	\$ 965,100	\$ -
Total noncurrent liabilities	<u>\$ 965,100</u>	<u>\$ -</u>
Total liabilities	<u>\$ 985,100</u>	<u>\$ 749,045</u>
NET POSITION		
Unrestricted	\$ 57,610	\$ 693,461
Total net position	<u>\$ 57,610</u>	<u>\$ 693,461</u>

The accompanying notes to financial statements are an integral part of this statement.

**INDUSTRIAL DEVELOPMENT AUTHORITY of the
COUNTY OF STAFFORD and the CITY OF STAUNTON, VIRGINIA**
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION

YEAR ENDED JUNE 30, 2025

	<u>Component Unit</u>	
	<u>Industrial Development Authority of the County of Stafford and the City of Staunton Virginia</u>	<u>Virginia Local Government Finance Corporation</u>
OPERATING REVENUES		
Fees earned from the issuance and administration of debt	\$ 2,120	\$ -
Fees earned from financial and accounting services	-	746,222
Fees earned from investment program administration	-	2,240,702
Investment income	55,951	20,688
Net appreciation / (depreciation) in fair value of investments	15,874	12,974
Total operating revenues	<u>\$ 73,945</u>	<u>\$ 3,020,586</u>
OPERATING EXPENSES		
Debt issuance costs	\$ 6,305	\$ -
Debt service - interest	48,375	-
Costs incurred from the issuance and administration of debt	2,394	-
Costs incurred from financial and accounting services	-	773,149
Costs incurred from investment program administration	-	2,190,128
General operating expenses	-	81,913
Total operating expenses	<u>\$ 57,074</u>	<u>\$ 3,045,190</u>
NET OPERATING INCOME (LOSS)	<u>\$ 16,871</u>	<u>\$ (24,604)</u>
Change in net position	\$ 16,871	\$ (24,604)
Net position, beginning of year	<u>40,739</u>	<u>718,065</u>
Net position, end of year	<u>\$ 57,610</u>	<u>\$ 693,461</u>

The accompanying notes to financial statements are an integral part of this statement.

**INDUSTRIAL DEVELOPMENT AUTHORITY of the
COUNTY OF STAFFORD and the CITY OF STAUNTON, VIRGINIA
STATEMENT OF CASH FLOWS**

YEAR ENDED JUNE 30, 2025

	<u>Component Unit</u>	
	<u>Industrial Development Authority of the County of Stafford and the City of Staunton Virginia</u>	<u>Virginia Local Government Finance Corporation</u>
CASH FLOWS FROM OPERATING ACTIVITIES		
Receipts from customers and users	\$ 2,120	\$ 2,952,705
Receipts from other activities	56,430	20,688
Payments for operating activities	(57,499)	(2,910,353)
Net cash provided (used) in operating activities	<u>\$ 1,051</u>	<u>\$ 63,040</u>
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchase of investments / Redemption of bonds	\$ -	\$ (139,929)
Sale of investments	20,800	137,088
Net cash provided (used) in investing activities	<u>\$ 20,800</u>	<u>\$ (2,841)</u>
Net increase (decrease) in cash and cash equivalents	\$ 21,851	\$ 60,199
Cash and cash equivalents, beginning of year, including restricted	68,836	510,492
Cash and cash equivalents, end of year, including restricted	<u>\$ 90,687</u>	<u>\$ 570,691</u>
		<u>Component Unit</u>
	<u>Industrial Development Authority of the County of Stafford and the City of Staunton Virginia</u>	<u>Virginia Local Government Finance Corporation</u>
RECONCILIATION OF OPERATING INCOME (LOSS) TO NET CASH PROVIDED BY (USED FOR) OPERATING ACTIVITIES		
Operating income (loss)	\$ 16,871	\$ (24,604)
Adjustments to reconcile operating income (loss) to net cash provided by (used for) operating activities:		
Amortization of bond premium	(425)	-
Realized and unrealized losses (gains) on investments	(15,874)	(12,974)
(Increase) decrease in:		
Receivables	479	(34,220)
Prepaid expenses	-	(7,380)
Increase (decrease):		
Accounts payable and accrued liabilities	-	142,217
Net cash provided by (used for) operating activities	<u>\$ 1,051</u>	<u>\$ 63,039</u>

The accompanying notes to financial statements are an integral part of this statement.

**INDUSTRIAL DEVELOPMENT AUTHORITY of the
COUNTY OF STAFFORD and the CITY OF STAUNTON, VIRGINIA**
NOTES TO FINANCIAL STATEMENTS

JUNE 30, 2025

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Presentation – The accompanying financial statements have been prepared in conformance with the accounting principles generally accepted in the United States of America (“GAAP”) as prescribed by the Governmental Accounting Standards Board (“GASB”).

The Reporting Entity – For financial reporting purposes, the IDA includes all organizations for which it is considered financially accountable. The IDA and component unit included in these financial statements have a year end of June 30.

The Industrial Development Authority of the County of Stafford and the City of Staunton, Virginia (IDA) was created as a political subdivision of the Commonwealth of Virginia on June 3, 2003 by action of the Board of Supervisors of the County of Stafford, Virginia and by action of the City Council of the City of Staunton, Virginia. The IDA is governed by a seven-member Board of Directors, three appointed by the Board of Supervisors of Stafford County and three appointed by the City Council of the City of Staunton. The remaining position is appointed on a rotational basis by the Board of Supervisors of Stafford County and then by the City Council of the City of Staunton. The primary purpose of the IDA is to provide capital project financing and other assistance to governmental units throughout the Commonwealth of in accordance with a program established and promoted by the Virginia Association of Counties (VACo) and the Virginia Municipal League (VML). The program, operating as VML/VACo Finance, was established in 2003 to provide high quality, cost-effective financing options and other financial services to governmental organizations.

Component Unit Disclosures

Blended Component Units. The Board has no blended component units at June 30, 2025.

Discretely Presented Component Units. The Board has the following discretely presented component unit:

The Virginia Local Government Finance Corporation (VLGFC) is a non-stock, not-for-profit 501(c)(4) corporation organized to administer the programs of VML/VACo Finance. The VLGFC is governed by an eleven-member Board of Directors of ex officio members and others appointed by the IDA. The purpose of the VLGFC is to provide high quality, cost-effective financial and advisory services to political subdivisions throughout the Commonwealth, including carrying out certain tasks of the IDA in its efforts to assist governmental units in financing capital and other projects to be owned, leased, operated, or financially supported by such governmental units.

Measurement Focus and Basis of Accounting – The financial statements are presented utilizing the economic resources measurement focus and the accrual basis of accounting. Under the accrual basis, revenues are recognized when earned, and expenses are recognized when incurred regardless of timing of the cash flows.

VLGFC does not issue a separate financial report. The financial statement presentation for VLGFC follows the same measurement focus and basis of accounting as the IDA.

**INDUSTRIAL DEVELOPMENT AUTHORITY of the
COUNTY OF STAFFORD and the CITY OF STAUNTON, VIRGINIA
NOTES TO FINANCIAL STATEMENTS**

JUNE 30, 2025

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

GASB Statements – There were no new pronouncements issued by the GASB that affected the IDA for fiscal year ended June 30, 2025.

Cash and Cash Equivalents – The IDA considers all deposits in banks and short-term highly liquid investments that are readily convertible to cash to be cash and cash equivalents. Cash and cash equivalents are reported at cost, which approximates fair value. Cash and cash equivalents include amounts in demand deposits and when applicable, short-term investments with a maturity date within three months of the date acquired by the IDA. For purposes of the statement of cash flows, the IDA considers all highly liquid investments with a maturity of three months or less when purchased to be cash equivalents. The IDA holds investments in the VIP Liquidity Pool on behalf of its component unit, VLGFC, related to providing paying agent services. As of June 30, 2025, this investment in the VIP Liquidity Pool totaled \$123,388, reported at fair value.

Investments – Participating interest-earning investment contracts (repurchase agreements) that have a remaining maturity at time of purchase of one year or less, nonparticipating interest-earning investment contracts (nonnegotiable certificates of deposit (CDs)) and external investment pools are measured at amortized cost. All other investments are reported at fair value. As of June 30, 2025, there were no investments in repurchase agreements or nonnegotiable CDs.

Receivables – Receivables are stated at the amount management expects to collect from outstanding balances. Management uses the direct write-off method for known uncollectible accounts. All receivable balances at June 30, 2025 were expected to be collected by management.

American Recovery and Reinvestment Act – The American Recovery and Reinvestment Act of 2009 permitted the IDA to issue federally taxable bonds known as Build America Bonds (“BABs”) or Recovery Zone Economic Development Bonds (“RZEDBs”) to finance authorized projects.

Under the BABs program, the IDA issued taxable bonds and elected to receive a subsidy payment from the federal government equal to 35% of each interest payment due semiannually. The subsidy is subject to reductions in the subsidy payment pursuant to federal spending cut requirements commonly known as sequestration.

Under the RZEDBs program, the IDA issued taxable bonds and elected to receive a subsidy payment from the federal government equal to 45% of each interest payment due semiannually. The subsidy is subject to reductions in the subsidy payment pursuant to federal spending cut requirements, i.e., sequestration.

IDA issued taxable BABs and RZEDBs under the pooled series of bonds in calendar year 2010 including the pooled bonds under 2010A, B, D, E, and G. Under this program, IDA calculates the interest payment net of the subsidy for the pool participants on the participants’ behalf. The interest payments provided by participants are paid at net.

**INDUSTRIAL DEVELOPMENT AUTHORITY of the
COUNTY OF STAFFORD and the CITY OF STAUNTON, VIRGINIA**
NOTES TO FINANCIAL STATEMENTS

JUNE 30, 2025

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

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

Premiums and Discounts on Bonds – Premiums and discounts on bonds are amortized over the life of the bond on the straight-line method. Long-term debt is reported net of related discounts and premiums.

Debt Issuance Costs – Debt issuance costs are expensed in the period incurred.

Arbitrage Rebate Liability – The reserve bonds reported on the Statement of Net Position are direct obligations of the IDA and are subject to the provisions of the Internal Revenue Code of 1986 related to arbitrage, interest, and income tax regulations. Rebutable arbitrage involves the investment of proceeds from the sale of tax-exempt debt in a taxable investment that yields a higher rate than the rate of the debt. Earnings in excess of the allowable amount must be rebated to the U.S. Department of the Treasury.

The excess earnings are determined through arbitrage rebate calculations that are performed every five years or at the maturity of the debt, whichever is earlier. For financial reporting purposes the potential liability is calculated every five years and separately reported on IDA's financial statements. IDA contracts with an arbitrage rebate specialist to perform the arbitrage rebate calculations.

Operating and Nonoperating Revenues and Expenses – Operating revenues and expenses are defined as those items that result from providing services. As the IDA and its component unit are charged with assisting Virginia localities in the financing of projects, it is appropriate that both interest revenue and interest expense be included with operations. Nonoperating revenues and expenses would consist of other income and other expenses.

Deferred Outflows/Inflows of Resources – In addition to assets, the statement of net position includes a separate section for deferred outflows of resources. Deferred outflows of resources represent a consumption of net assets that applies to future period(s) and so will not be recognized as an outflow of resources (expense) until then. The IDA and VLGFC do not have any deferred outflows of resources as of June 30, 2025.

In addition to liabilities, the statement of net position includes a separate section for deferred inflows of resources. Deferred inflows of resources represent an acquisition of net assets that applies to a future period(s) and so will not be recognized as an inflow of resources (revenue) until that time. The IDA and VLGFC do not have any deferred inflows of resources as of June 30, 2025.

Net Position – Net position is the difference between assets and deferred outflows of resources, if any, and liabilities and deferred inflows of resources, if any. Net investment in capital assets, if any, represent capital assets, less accumulated depreciation, less any outstanding debt related to the acquisition, construction, or improvement of those assets. The net position is unrestricted for IDA and VLGFC as of June 30, 2025.

**INDUSTRIAL DEVELOPMENT AUTHORITY of the
COUNTY OF STAFFORD and the CITY OF STAUNTON, VIRGINIA
NOTES TO FINANCIAL STATEMENTS**

JUNE 30, 2025

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Net Position Flow Assumption – Sometimes the IDA will fund outlays for a particular purpose from both restricted (e.g., restricted bond or grant proceeds) and unrestricted resources. In order to calculate the amounts to report as restricted net position 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 IDA’s policy to consider restricted net position to have been depleted before unrestricted net position is applied.

NOTE 2 – DEPOSITS AND INVESTMENTS RISK

Deposits and Investment Risk – The following information regarding disclosures of risks are designed to inform financial statement users about the IDA’s various risks.

Custodial Credit Risk – Custodial credit risk is the risk, in the event of the failure of a depository financial institution or financial counterparty, the IDA will not be able to recover the value of its deposits, investments, or recover collateral securities that are in the possession of an outside party. The IDA’s deposit policy states that collateral for savings and time deposits shall be pledged according to the provisions of the Virginia Security for Public Deposits Act, Section 2.2- 4400 et seq. of the Code of Virginia (Deposit Act) and the requirements of the State Treasury Board (“Treasury Board”) regulations.

Funds held as deposits in financial institutions are secured in accordance with the provisions of the Deposits Act, which requires any public depository that receives or holds public deposits to pledge collateral to the Treasury Board to cover public deposits in excess of Federal deposit insurance. Virginia Security for Public Deposits are insured by the Federal Deposit Insurance Corporation (“FDIC”) up to federally insured limits. Financial institutions may choose between two collateralization methodologies and, depending upon that choice, will pledge collateral that ranges in the amounts from 50% to 130% of excess deposits. All IDA excess deposits are considered fully collateralized.

The IDA generally does not hold cash deposits except for pending debt service payments or unless an investment is sold and the proceeds are held as cash to meet the IDA’s debt service reserve requirement. Funds are typically held in money market mutual funds. As of June 30, 2025, the IDA had no cash deposits.

VLGFC deposits with banks are covered by FDIC but are not subject to the Virginia Security for Public Deposits Act Section 2.2-4400 et. seq. of the *Code of Virginia*. The VLGFC deposit policy requires that a deposit with a single institution shall not exceed FDIC coverage. VLGFC’s management evaluates each financial institution with which VLGFC deposits funds and assesses the level of risk of each institution; only those institutions with an acceptable estimated risk level are used as depositories or custodians.

As of June 30, 2025, the bank balance of deposits for VLGFC was \$454,972 and the carrying amount of deposits was \$447,304. The difference between the bank and carrying amount represents funds in transit. At June 30, 2025, there were deposit balances of \$41,351 that exceeded the FDIC coverage.

**INDUSTRIAL DEVELOPMENT AUTHORITY of the
COUNTY OF STAFFORD and the CITY OF STAUNTON, VIRGINIA
NOTES TO FINANCIAL STATEMENTS**

JUNE 30, 2025

NOTE 2 – DEPOSITS AND INVESTMENTS RISK (continued)

Investments Risk – The IDA's investment policy that governs the reserve accounts limits investments to those allowed by the *Code of Virginia*. Pursuant to section 2.2-4501.A-5 of the *Code of Virginia*, it is the IDA's policy to allow investment of reserve accounts in obligations of the United States or agencies thereof and obligations of any state of the United States or political subdivisions thereof. The IDA may, however, restrict investments beyond the limits imposed by the *Code of Virginia* as such restrictions serve the purpose of further safeguarding IDA funds or are in the best interest of the IDA.

The VLGFC's investment policy permits investments in U.S. Treasury instruments, U.S. Agency Securities, and negotiable certificates of deposit. The maturities on these investments are not to exceed five years from the date of purchase. Permitted investments also include Corporate Bonds, money market-type investments, and Fixed Income Exchange Traded Funds (ETFs) and Mutual Funds. Non-FDIC, and/or non-NCUA (National Credit Union Association), insured money market funds are limited to Government and Prime Obligation Funds. Prime Obligation Funds are limited to those with a rating in the highest category by one or more of the following rating agencies: S&P (AAAm), Moody's (Aaa-mf) and/or Fitch (AAAmf). Fixed Income ETFs and Mutual Funds are limited to an initial investment of \$200,000. Certificates of Deposit and Money Market-type investments are limited to an initial investment of \$245,000 with the exception of short periods of time required to redeploy new deposits. The Fixed Income ETF or Mutual Fund allocation comprises U.S. Core Fixed Income ETFs (investment grade) and Non-Core Fixed Income Mutual Funds. The allocation to Non-Core Fixed Income Mutual Funds is subject to certain limitations, including a limit on its initial allocation of up to 25% of the Fixed Income ETF and Mutual Fund allocation and a maximum duration of eight years at the time of purchase, among others.

VLGFC's investment policy also limits the maturities of investments to the following: 1) At least 25% of the value of the portfolio shall be invested in instruments with maturities of eighteen months or less; and, 2) No more than 25% of the value of the portfolio shall be invested in instruments with maturities greater than three years.

Debt Service Reserve Fund – The restricted cash and investments are segregated and designated for the purpose of the debt service reserve funds and to pay future interest and principal payments on the debt incurred by the IDA associated with the debt service reserve funds. Under the bond agreements, the IDA does not have any obligation to make further contributions or commitments to the debt service reserve funds. Accordingly, the IDA's financial responsibility will not exceed the amounts currently on deposit in the debt service reserve funds.

Custodial Credit Risk (Investments) – The IDA's investment policy that governs the reserve accounts requires that all securities purchased for the IDA be held by the IDA or by the IDA's designated custodian. The IDA's investments at June 30, 2025 were held by the IDA or in the IDA's name by the IDA's custodial banks.

The VLGFC's investments in negotiable certificates of deposit (CDs) are held in the VLGFC's brokerage accounts and covered by the FDIC to protect the value of the securities. The custodians for the CDs are members of the Securities Investor Protection Corporation (SIPC) which protects the custody function of the broker and provides coverage up to \$500,000. The custodian provides additional coverage in excess of the SIPC limits to protect against the loss of the securities.

**INDUSTRIAL DEVELOPMENT AUTHORITY of the
COUNTY OF STAFFORD and the CITY OF STAUNTON, VIRGINIA
NOTES TO FINANCIAL STATEMENTS**

JUNE 30, 2025

NOTE 2 – DEPOSITS AND INVESTMENTS RISK (continued)

Credit Risk of Debt Securities – Credit risk is the risk that an issuer or other counterparty to an investment will not fulfill its obligations. Credit risk is measured by the assignment of a rating by a nationally recognized statistical rating organization. Obligations of the U.S. government or obligations explicitly guaranteed by the U.S. government are not considered to have credit risk and disclosure is not required. The IDA’s rated debt investments as of June 30, 2025, were rated by Moody’s and Standard & Poor’s or Fitch, and the ratings are presented below using the noted rating scale.

Rated Debt							
Investments		Fair Quality Ratings - S&P / Moody's*					
Investment type	AAA / Aaa	AA- / Aa3	A- / A1, A2	A- / A3	BBB+ / A3	Total	
IDA:							
Municipal/Public Bonds	\$ -	\$ 930,700	\$ -	\$ -	\$ -	\$ -	\$ 930,700
VLGFC:							
Virginia Investment Pool	\$ 123,388	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 123,388
Corporate Bonds	\$ -	\$ -	\$ 49,496	\$ 15,132	\$ 24,980	\$ -	\$ 89,608

* The negotiable CDs, bond funds, and fixed income ETPs held by VLGFC are unrated.

Concentration of Credit Risk – Concentration of credit risk is the risk of loss attributed to the magnitude of an investment in a single issuer. The IDA’s and the VLGFC’s investment policy establishes certain restrictions on investments. The limitations include a policy that is structured in a manner which requires diversification and investing primarily in high-quality fixed income securities. Generally accepted accounting principles require disclosure of investments which exceed 5% of the total investment balance. However, the nature of the investments, including credit quality and portfolio diversification, limit the IDA’s and VLGFC’s exposure to concentration risk.

Interest Rate Risk – Interest rate risk is the risk that changes in interest rates will adversely affect the fair value of an investment. Generally, the longer the maturity of an investment, the greater the sensitivity of its fair value to changes in interest rates. IDA manages the risk for fixed income securities using the segmented time distribution methodology. According to the IDA’s investment policy that governs the reserve accounts, investments cannot be invested longer than the debt the investment is securing. VLGFC manages its investment portfolio’s interest rate risk by capping the final maturity of certain permitted investments to five years; by limiting the duration of non-core fixed income mutual fund investments to eight years; and, by limiting the allocation to longer duration (i.e., more than three years) investments to no more than 25% of the value of the portfolio.

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**INDUSTRIAL DEVELOPMENT AUTHORITY of the
COUNTY OF STAFFORD and the CITY OF STAUNTON, VIRGINIA
NOTES TO FINANCIAL STATEMENTS**

JUNE 30, 2025

NOTE 2 – DEPOSITS AND INVESTMENTS RISK (continued)

The following is the maturity of investments as of June 30, 2025:

<u>Investment Type</u>	<u>Investment Maturities (in years)</u>				
	<u>Fair Value</u>	<u>Less Than 1 Year</u>	<u>1-5 Years</u>	<u>6-10 Years</u>	<u>Greater Than 10 Years</u>
IDA:					
Municipal/Public Bonds	\$ 930,700	\$ -	\$ -	\$ -	\$ 930,700
VLGFC:					
Certificates of Deposit	\$ 100,307	\$ 100,307	\$ -	\$ -	\$ -
Corporate Bonds	89,608	89,608	-	-	-
Fixed Income Securities	202,315	-	202,315	-	-
Virginia Investment Pool	123,388	123,388	-	-	-
	<u>\$ 515,618</u>	<u>\$ 313,303</u>	<u>\$ 202,315</u>	<u>\$ -</u>	<u>\$ -</u>

NOTE 3 – FAIR VALUE MEASUREMENT

Fair value, as defined under GAAP, is an exit price representing the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. GAAP establishes a three-tier fair value hierarchy, which prioritizes the inputs used in measuring fair value. These tiers include:

- Level 1: Observable inputs such as quoted prices (unadjusted) in active markets.
- Level 2: Inputs other than quoted prices in active markets that are either directly or indirectly observable. Observable inputs are inputs that reflect the assumptions market participants would use in pricing a security and are developed based on market data obtained from sources independent of the reporting entity. These may include quoted prices for similar securities, interest rates, prepayment speeds, credit risk, and others. Debt securities are valued in accordance with the evaluated bid price supplied by the pricing service and are generally categorized as Level 2 in the hierarchy. Securities that are categorized as Level 2 in the hierarchy include, but are not limited to, repurchase agreements, U.S. Treasury securities, U.S. government agency securities, corporate securities, and commercial paper.
- Level 3: Unobservable inputs about which little or no market data exists, therefore requiring an entity to develop its own assumptions. In situations where quoted prices or observable inputs are unavailable or deemed less relevant (for example, when there is little or no market activity for an investment at the end of the period), unobservable inputs may be used. Unobservable inputs are inputs that reflect the reporting entity’s own assumptions about the factors market participants would use in pricing the security and would be based on the best information available under the circumstances.

**INDUSTRIAL DEVELOPMENT AUTHORITY of the
COUNTY OF STAFFORD and the CITY OF STAUNTON, VIRGINIA
NOTES TO FINANCIAL STATEMENTS**

JUNE 30, 2025

NOTE 3 – FAIR VALUE MEASUREMENT (continued)

There have been no changes in the methodologies used as of June 30, 2025. There were no transfers between levels in the fair value hierarchy during the period. The inputs or methodology used for valuing securities are not necessarily an indication of the risk associated with investing in those securities.

The IDA and VLGFC categorize their fair value measurements within the fair value hierarchy established by generally accepted accounting principles. The hierarchy is based on the valuation inputs used to measure the fair value of the asset.

The IDA and VLGFC maximize the use of observable inputs and minimize the use of unobservable inputs. Inputs are used in applying the various valuation techniques and broadly refer to the assumptions that market participants use to make valuation decisions, including assumptions about risk.

The IDA and VLGFC have the following recurring fair value measurements as of June 30, 2025:

Investment	Fair Value Measurement Using		
	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
IDA:			
Municipal/Public Bonds	\$ -	\$ 930,700	\$ -
VLGFC:			
Certificates of Deposit	\$ -	\$ 100,307	\$ -
Corporate Bonds	-	89,608	-
Fixed Income Securities	-	202,315	-
	<u>\$ -</u>	<u>\$ 392,230</u>	<u>\$ -</u>

Redemption Restrictions – Virginia Investment Pool

VLGFC has access to withdraw funds from the Virginia Investment Pool on a daily basis, as needed.

Fair Value Measurements – Virginia Investment Pool

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The VLGFC has reported the investment in the Virginia Investment Pool at fair value.

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**INDUSTRIAL DEVELOPMENT AUTHORITY of the
COUNTY OF STAFFORD and the CITY OF STAUNTON, VIRGINIA
NOTES TO FINANCIAL STATEMENTS**

JUNE 30, 2025

NOTE 4 – RELATED PARTY TRANSACTIONS

Under a program administration agreement dated October 1, 2020, (along with subsequent addenda), VLGFC Management Services serves as third-party administrator and marketing agent for the VML/VACo Finance Program. VLGFC Management Services is an employee-owned company. The President of VLGFC Management Services is Robert W. Lauterberg who is also the Secretary–Treasurer of the IDA and a Managing Director of VML/VACO Finance.

During the year ended June 30, 2025, the VLGFC expensed \$2,170,591 for marketing, management, and administrative services provided by VLGFC Management Services. At June 30, 2025, the VLGFC had related party payables included in the above payments owed to VLGFC Management Services in the amount of \$442,125.

NOTE 5 - RISK MANAGEMENT

The IDA and VLGFC are exposed to various risks of loss related to torts; theft of, damage to, and destruction of assets; errors and omissions; injuries to employees; and natural disasters. The IDA and VLGFC each carry commercial insurance for all these risks of loss. Settled claims resulting from these risks have not exceeded commercial insurance coverage in any of the past three fiscal years.

NOTE 6 - LONG-TERM OBLIGATIONS

The IDA acts as a conduit issuer and issues municipal securities on behalf of borrowing localities allowing the borrowers to gain access to capital markets and finance projects with tax-exempt and taxable bonds. Certain debt issuances may require the IDA to extend additional commitments as defined in the bond agreements. The additional commitments require that the IDA establish a reserve fund at the program level that must maintain balances in accordance with the requirements established in the bond documents for each issuance, which varies by series. The IDA issued revenue bonds to fund debt service reserve funds. The debt service for the revenue bonds associated with the debt service reserve funds are special limited obligations of the IDA and payable solely from and secured by amounts originally deposited to each debt service reserve fund and respective investment earnings thereon.

The payment of the principal and interest on the 2007E revenue bonds are insured by an insurance policy issued by Syncora Guarantee Inc.

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**INDUSTRIAL DEVELOPMENT AUTHORITY of the
COUNTY OF STAFFORD and the CITY OF STAUNTON, VIRGINIA
NOTES TO FINANCIAL STATEMENTS**

JUNE 30, 2025

NOTE 6 - LONG-TERM OBLIGATIONS (continued)

Details of the long-term obligations incurred by the IDA in association with the debt service reserve funds as of June 30, 2025 are shown below:

	<u>Balance at July 1, 2024</u>	<u>Increases</u>	<u>Decreases</u>	<u>Balance at June 30, 2025</u>	<u>Amounts Due Within One Year</u>
Business-type Activities					
Obligations:					
Incurred by IDA:					
Public offerings:					
Revenue bonds	\$ 960,000	\$ -	\$ -	\$ 960,000	\$ -
Add deferred amounts:					
Issuance premium	5,525	-	425	5,100	-
Total Business-type Activities	<u>\$ 965,525</u>	<u>\$ -</u>	<u>\$ 425</u>	<u>\$ 965,100</u>	<u>\$ -</u>

Annual requirements to amortize long-term obligations are as follows:

Year Ending June 30	<u>Business-type Activities</u>	
	<u>Public Offerings</u>	
	<u>Bonds</u>	
	<u>Principal</u>	<u>Interest</u>
2026	\$ -	\$ 48,000
2027	-	48,000
2028	-	48,000
2029	-	48,000
2030	-	48,000
2031	-	48,000
2032	-	48,000
2033	-	48,000
2034	-	48,000
2035	-	48,000
2036	-	48,000
2037	-	48,000
2038	960,000	24,000
Total	<u>\$ 960,000</u>	<u>\$ 600,000</u>

**INDUSTRIAL DEVELOPMENT AUTHORITY of the
COUNTY OF STAFFORD and the CITY OF STAUNTON, VIRGINIA
NOTES TO FINANCIAL STATEMENTS**

JUNE 30, 2025

NOTE 6 - LONG-TERM OBLIGATIONS (Continued)

Details of long-term obligations:

Incurring Entity	Interest Rates	Date Issued	Final Maturity Date	Amount of Original Issue	Balance Business-Type Activities	Amount Due Within One Year
Incurred by the IDA: Public offerings: Revenue Bonds:						
	2007E 5.00%	12/19/2007	8/1/2037	\$ 20,415,000	\$ 960,000	\$ -
	Total Revenue Bonds				<u>\$ 960,000</u>	<u>\$ -</u>
	Bond issuance premium				<u>\$ 5,100</u>	<u>\$ -</u>
	Total long-term obligations incurred by the IDA				<u><u>\$ 965,100</u></u>	<u><u>\$ -</u></u>

NOTE 7 – CONDUIT DEBT

The IDA acts in an agency capacity and serves as a financing conduit. As a conduit issuer, the IDA issues tax-exempt and taxable debt instruments. Although the conduit debt obligations bear the name of the IDA, the IDA makes a limited obligation. The IDA appoints an independent bond trustee (the Trustee). The proceeds of the financings are conveyed to the Trustee and the Trustee arranges the disbursements of the proceeds to the borrowers.

The conduit debt is non-recourse and the IDA does not have a general liability for the obligations. The debt instruments are limited obligations of the IDA and are payable solely from payments made by the borrowing localities and the related assets held by the Trustee. The conduit debt is secured by a collateral interest in the security pledges of the borrowers. The IDA assigns its interests in the underlying pledges to the Trustee and does not have a beneficial interest in the assets held by the Trustee. As such, the debt obligations and the related assets held by the Trustee are excluded from the financial statements.

The IDA may act as a conduit issuer on behalf of municipalities with taxing authority or political subdivisions that do not have taxing authority. The legal structure of the entity and the structure of the debt determines how the debt is secured.

Under arrangements where the IDA issues revenue bonds as a conduit to finance borrowing municipalities' projects and where those municipalities have taxing authority, the borrower pledges are typically general obligations and the borrower will leverage its taxing authority to secure the debt. Under these arrangements, a borrowing municipality issues general obligation debt as a direct placement to the IDA. The IDA issues revenue bonds as a conduit for the municipality, and the borrower's debt issued to the IDA is secured by a general obligation pledge.

Under arrangements where the IDA issues revenue bonds to borrowing political subdivisions that do not have taxing authority, the debt is secured by revenues of the political subdivision or revenues from the financed projects, or lease revenue pledges. For those issuances secured by a lease revenue pledge, the IDA, as the lessor, conveys the collateral to the Trustee and in effect does not have the risks and rewards of the financing lease.

**INDUSTRIAL DEVELOPMENT AUTHORITY of the
COUNTY OF STAFFORD and the CITY OF STAUNTON, VIRGINIA
NOTES TO FINANCIAL STATEMENTS**

JUNE 30, 2025

NOTE 7 – CONDUIT DEBT (continued)

The IDA may require a debt service reserve fund for some borrowers as a cash reserve to provide additional security measures and reduce the risk and ensure payment in the event of default. The debt service reserve funds are financed as part of the bond issuance proceeds and the reserve requirement generally must equal 5% of the original aggregate par amount of the borrowers' loan.

The conduit debt outstanding as of June 30, 2025, for bond issuances totaled \$3,370,000; this total excludes the portion incurred by the IDA as reflected in Note 6.

The following issues represent the fixed rate conduit bond issuances of the IDA, totaling \$4,330,000, including the \$960,000 incurred by the IDA as reflected in Note 6, with the portion remaining outstanding as of June 30, 2025 and are listed with the original amount issued by series:

	Dated Date	True Interest Cost ("TIC")	Par Amount	Outstanding July 1, 2024	Principal Retired During Year	Outstanding June 30, 2025	Original Maturity
Series 2007C	8/8/2007	4.73%	\$2,500,000	\$1,565,000	\$80,000	\$1,485,000	8/1/2037
Series 2007E	12/19/2007	4.62%	\$20,415,000	\$960,000	\$0	\$960,000	8/1/2037
Series 2010A	3/15/2010	3.15%	\$13,305,000	\$1,270,000	\$195,000	\$1,075,000	2/15/2030
Series 2010D	3/15/2010	3.54%	\$12,260,000	\$850,000	\$40,000	\$810,000	2/15/2040
			<u>\$48,480,000</u>	<u>\$4,645,000</u>	<u>\$315,000</u>	<u>\$4,330,000</u>	

NOTE 8 - CONTINGENT LIABILITIES

At June 30, 2025 there were no matters of litigation involving the IDA which would materially affect the IDA's financial position should any court decision or pending matter not be favorable to the IDA.

NOTE 9 – SUBSEQUENT EVENTS

The IDA has performed an evaluation of subsequent events through January 14, 2026, the date the basic financial statements were available to be issued.

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COMPLIANCE SECTION



ROBINSON, FARMER, COX ASSOCIATES, PLLC

Certified Public Accountants

Independent Auditors' Report on Internal Control over Financial Reporting and on Compliance and Other Matters Based on an Audit of Financial Statements Performed in Accordance with *Government Auditing Standards*

**To the Honorable Members of the Board of Directors
Industrial Development Authority of the County of Stafford and the City of Staunton, Virginia
Richmond, Virginia**

We have audited, in accordance with the auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States; and the *Specifications for Audits of Authorities, Boards, and Commissions*, issued by the Auditor of Public Accounts of the Commonwealth of Virginia, the financial statements of the business-type activities and the discretely presented component unit as of and for the year ended June 30, 2025, and the related notes to the financial statements, which collectively comprise the Industrial Development Authority of the County of Stafford and the City of Staunton, Virginia's basic financial statements and have issued our report thereon dated January 14, 2026.

Report on Internal Control over Financial Reporting

In planning and performing our audit of the financial statements, we considered Industrial Development Authority of the County of Stafford and the City of Staunton, Virginia's internal control over financial reporting (internal control) as a basis for designing audit procedures that are appropriate in the circumstances for the purpose of expressing our opinions on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of Industrial Development Authority of the County of Stafford and the City of Staunton, Virginia's internal control. Accordingly, we do not express an opinion on the effectiveness of the Industrial Development Authority of the County of Stafford and the City of Staunton, Virginia's internal control.

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

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

Report on Compliance and Other Matters

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

Purpose of This Report

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

Robinson, Farmer, Cox Associates

Richmond, Virginia
January 14, 2026