

TOWN OF ASHLAND, VIRGINIA
COMPREHENSIVE
ANNUAL FINANCIAL REPORT



Fiscal Year Ended
June 30, 2007

INTRODUCTORY SECTION

TOWN OF ASHLAND, VIRGINIA

COMPREHENSIVE ANNUAL FINANCIAL REPORT

FISCAL YEAR ENDED JUNE 30, 2007

PREPARED BY:

Harold W. Mitchell,
Treasurer

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TOWN OF ASHLAND, VIRGINIA
COMPREHENSIVE ANNUAL FINANCIAL REPORT
FOR THE FISCAL YEAR ENDED JUNE 30, 2007

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TOWN OF ASHLAND, VIRGINIA

Town Council

Faye O. Prichard, Mayor

Angela L. LaCombe, Vice Mayor
George F. Spagna

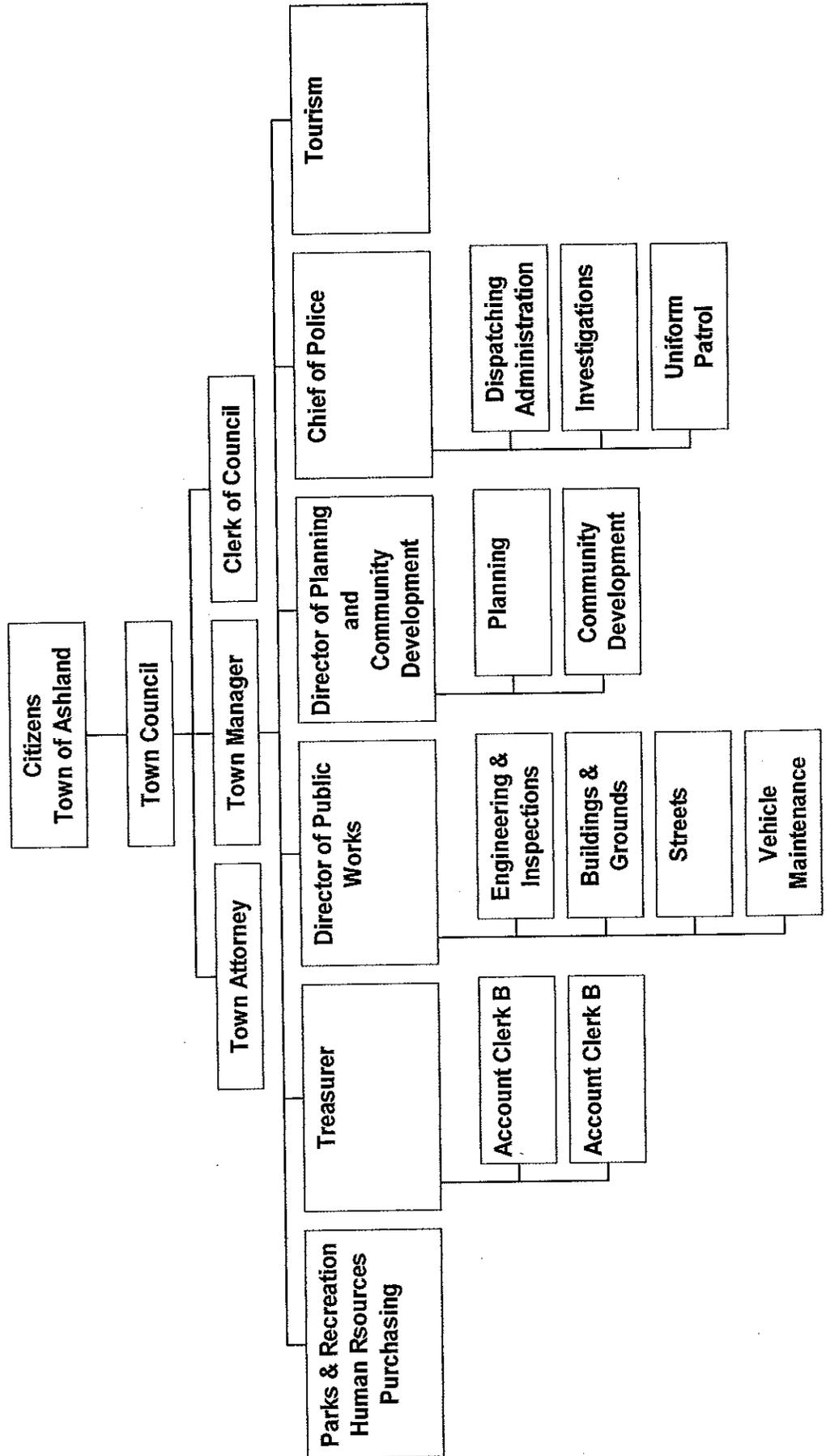
Anthony E. Keitt
William C. Martin

Other Officials

Town Manager Charles W. Hartgrove
Treasurer Harold W. Mitchell
Clerk of the Council Lois C. Smith
Town Attorney..... Andrea G. Erard

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Town of Ashland Organizational Chart



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Certificate of Achievement for Excellence in Financial Reporting

Presented to

Town of Ashland
Virginia

For its Comprehensive Annual
Financial Report
for the Fiscal Year Ended
June 30, 2006

A Certificate of Achievement for Excellence in Financial Reporting is presented by the Government Finance Officers Association of the United States and Canada to government units and public employee retirement systems whose comprehensive annual financial reports (CAFRs) achieve the highest standards in government accounting and financial reporting.



President

Executive Director

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TOWN OF ASHLAND

FAYE O. PRICHARD
MAYOR

WILLIAM C. MARTIN
VICE MAYOR

GEORGE F. SPAGNA, JR.
COUNCIL MEMBER

ANTHONY E. KEITT
COUNCIL MEMBER

101 THOMPSON STREET
P.O. BOX 1600 • ASHLAND, VIRGINIA 23005-4600
TELEPHONE (804) 798-9219
FAX: (804) 798-4892

MELVIN R. HALL, JR.
COUNCIL MEMBER

CHARLES W. HARTGROVE
TOWN MANAGER

ANDREA E. ERARD
TOWN ATTORNEY

LOIS A. SMITH
CLERK OF COUNCIL

December 17, 2007

The Honorable Members of Town Council
Town of Ashland
Ashland, Virginia 23005

Dear Members of Town Council:

Introduction

The Comprehensive Annual Financial Report of the Town of Ashland, Virginia for the fiscal year ended June 30, 2007, is submitted herewith as required by the Code of Virginia. This report was prepared by the Treasurer's Office in accordance with generally accepted accounting principles (GAAP) as set forth in the pronouncements of the Governmental Accounting Standards Board (GASB).

Responsibility for both the accuracy of the presented data and the completeness and fairness of the presentation, including all disclosures, rests with the Town.

Included in these financial statements is the General Fund and Capital Projects Fund. These funds are included in these financial statements because they meet the control and dependence criteria. The Town adopts budgets, has taxing authority, is obligated for debts, and must finance any deficits that occur in the above funds. The Financial Report includes a separate Introductory Section, Financial Section, Statistical Section and a Compliance Section.

GAAP requires that management provide a narrative introduction, overview, and analysis to accompany the basic financial statements in the form of Management's Discussion and Analysis (MD&A). The letter of transmittal is designed to complement the MD&A and should be read in conjunction with it. The MD&A can be found immediately following the report of the independent auditors.

Significant Local Events

Within the metropolitan Richmond area, there has been some weakening of the economy. Retail development continues in western Henrico County and in Richmond south of the James River but not at the pace experienced in the 1990s. As the only incorporated town in the Richmond area, Ashland finds itself the subject of attention of those seeking a small town type of atmosphere in which to live or work.

In terms of the local economy, the level of activity in and around the Town has increased during the last fiscal year. Vacant commercial and industrial properties with available roads and utilities allow developers to quickly respond to demand.

Three industrial parks are located within the Town, all of them located between Washington Highway (U.S. Route 1) and Interstate 95. The Ashland Business Park is the largest of these having a total of one hundred eighty-seven acres. The second and final phase of the park will have more direct access to Interstate 95. Ashland Business Park has the potential for up to two million square feet of commercial and industrial space.

The ninety-acre Ashcake Village Industrial Park has a variety of contractors, wholesalers and small manufacturers as does Ashland Park,

a forty-five acre industrial park. All of the industrial parks are privately owned, indicating the strength of the local private sector. The Virginia Transportation Center on U.S. Route 1 in North Ashland provides an additional eighty-three acre park with an emphasis on transportation related uses.

As mentioned previously, commercial building activity has increased during FY 2007 with new businesses occupying space in existing buildings and the construction of new buildings. Eleven commercial certificates of occupancy were issued during the year. New commercial construction included the completion of several small retail and convenience facilities. Commercial activity is also evident in the downtown area with recent openings of several new businesses. Downtown property continues to be a very desirable product for both retail, service and office/business purposes.

Residential construction has continued through both an infill process of construction of small numbers of houses on previously subdivided lots and through the development of a larger condominium complex. Fifteen certificates of occupancy were issued for residential units in Ashland during the year, representing a two hundred seventy-three percent annual decrease in the total number of residential units.

Prospects for the Future

With the national economy slowing down and a regional economy expanding at a slower rate, the vacant commercial and industrial sites and buildings in Ashland provide an opportunity for some growth, which should provide a small increase in the tax base of the Town. The

service industry will open several new businesses that will expand the meals and transient occupancy taxes. Activity remains fairly good in many industries for manufacturing, distribution and office space.

The Town Council has attempted to maintain moderate property tax rates while broadening the tax base through other revenue sources. Property tax rates have been substantially reduced over the past decade. For example, the personal property tax rate was reduced 15% in 1996-97. For FY 2002 and 2005, the Town reduced both the real property tax rate and the business and professional occupation license rate. The Town increased the meals tax and the transient occupancy tax FY 2005 to the maximum allowed level provided by the Code of Virginia, 5%. Continued growth in the overall tax base has allowed the Town to maintain an ample fund balance to cover certain capital projects, emergencies and to provide adequate cash flow.

Another objective of Town Council has been to address major service needs and infrastructure repairs. These projects were funded from a variety of sources including cash reserves, state recreation grants, and state road maintenance funds. The major focus for FY 2003 was the reconstruction of Thompson Street west of the railroad tracks.

Continued sidewalks, street, and curb/gutter improvements, along with improvements to the Town's five parks are featured in the FY 2004, 2005, 2006, and 2007 budgets.

Additional capital projects being planned include a regional stormwater management program, the first phase of the Hill Carter Parkway/England Street intersection improvements, several pedestrian trail and sidewalk improvements, reconstruction of Thompson Street and beginning efforts on intersection improvements at Routes 1 and 54. The

Town Council accepted the updated Town-wide transportation plan in December 2001 as a means of identifying long-term transportation needs.

Financial Information

We believe the data, as presented herein, is accurate in all material respects; that it is presented in a manner designed to fairly set forth the financial position and results of operations of the Town as measured by the financial activity of its various funds; and that all disclosures necessary to enable the reader to gain the maximum understanding of the Town's financial affairs have been included.

In accordance with the requirements of the Governmental Accounting Standards Board (GASB), the financial reporting entity consists of the primary government, as well as its component unit, which is a legally separate organization for which the Town is financially accountable. The discretely presented component unit qualifying for inclusion in this report is the Town of Ashland Economic Development Authority. The discretely presented component unit is reported separately in the financial statements to emphasize that it is legally separate from the primary government and to differentiate their financial positions, results of operation and cash flows from those of the primary government.

Accounting System and Budgetary Control

In developing and evaluating the Town's accounting system, consideration is given to the adequacy of the Town's internal control structure. The internal control structure is designed to provide reasonable, but not absolute, assurance regarding: (1) the

safeguarding of assets against loss from unauthorized use or disposition; and (2) the reliability of financial records for preparing financial statements and maintaining accountability for assets. The concept of reasonable assurance recognizes that: (1) the cost of a control should not exceed the benefits likely to be derived; and (2) the evaluation of costs and benefits requires estimates and judgments by management.

All internal control evaluations occur within the above framework. We believe the Town's internal control structure adequately safeguards assets and provides reasonable assurance of proper recording of financial transactions.

Administrative budgetary control is maintained at the line item level of expenditures prior to the release of purchase orders to vendors.

History and Description of Government

Ashland, the only incorporated town in Hanover County, is located approximately fifteen miles north of Richmond, Virginia. Interstate 95, a major north-south highway, is located in the eastern portion of Ashland. The 2000 census indicated that the population of the Town was 6,619, an increase of 12.9 percent over the 1990 population of 5,864. Ashland's population represented approximately eight percent of Hanover's 2000 population of 86,320.

The government of the Town is under the direction of a Town Council elected by Town voters. The Town Council is made up of five members elected for staggered four-year terms. The Council elects the Mayor from its membership for a two-year term of office. Council elects a Vice Mayor from among the four remaining members.

The Town owns and maintains all public roads within Ashland except the Interstate highway. It also provides planning and zoning control, drainage facilities, garbage, brush and recycling collection, police protection, parks as well as other services to its residents.

The Council appoints a Town Manager to act as administrative head of the Town. The Manager serves at the pleasure of Council, carries out its policies, directs business procedures, and has the power of appointment and removal of heads of all departments and employees of the Town.

The Council also appoints the Town Attorney and Clerk of Council. The assessment of real estate is by the County Assessor while the Commissioner of Revenue of Hanover County, who is elected by the voters, handles assessments of personal property.

The Town is a part of Hanover County, and the residents of the Town are, in most cases, subject to taxation by both the Town and the County. The Town pre-empts County taxation in the following revenue sources: vehicle licensing, business license taxes, and consumer utility taxes. Among the services the County provides that benefit Town residents are: public schools, water and sewer service, health services, public assistance, libraries and the Sheriff's Department.

The Town was originally founded as a summer community by the Richmond, Fredericksburg and Potomac Railroad Company. A few years later, Randolph-Macon College moved to the Town bringing additional growth. After the construction of U.S. Route 1 in the early 1900s, an increase in tourist-related growth began. Tourism continued to grow with the opening of Interstate 95 in 1963 and, in the 1970s, of Kings Dominion, a large amusement park eight miles north of Ashland. The

expansion of the Richmond metropolitan area throughout the 1980's and 1990's has brought added development activity to the Ashland/Hanover area.

Most of the employers in the Town are retail, service, or government related. The major employers within the immediate area include the Hanover County School Board; Randolph-Macon College, a private coeducational college of 1,100 students, located within the Town; Richfood, Inc.; AMF Bowling Worldwide; Tyson's; and Philip Morris, USA. A large number of citizens are also employed in the Hanover Airpark, a few miles outside Ashland, the City of Richmond and Henrico County.

Cash Management

Cash temporarily idle during the year in the General Fund and Capital Projects Fund was invested in savings and money market certificates, certificates of deposit, and mutual funds invested only in state and local bonds and Treasury bills.

Risk Management

The Town has purchased property, general liability and errors and omissions coverage for itself and its employees. An Accident Review Committee, appointed by the Town Manager, reviews each accident involving Town property or employees and recommends remedial action, if necessary.

Retirement Plan

A substantial number of Town employees participate in the Virginia Retirement System (VRS). The VRS is an agent, multiple-employer public employee retirement system that acts as a common

investment and administrative agent for the political subdivisions in the Commonwealth of Virginia. The VRS determines the contribution rate for localities every two years.

Independent Audit

The Commonwealth of Virginia requires an annual audit of the financial records and transactions of the Town and all of its departments by independent certified public accountants selected by the Town Council. The requirement has been complied with and the auditor's opinion follows this report.

Certificate of Achievement

The Government Finance Officers Association of the United States and Canada (GFOA) awarded a Certificate of Achievement for Excellence in Financial Reporting to the Town of Ashland for its Comprehensive Annual Financial Report for the fiscal year ended June 30, 2006. The Certificate of Achievement is a prestigious national award recognizing conformance with the highest standards for preparation of state and local government financial reports.

In order to be awarded a Certificate of Achievement, a government unit must publish an easily readable and efficiently organized comprehensive annual financial report, whose contents conform to program standards. Such reports must satisfy both generally accepted governmental accounting principles and applicable legal requirements.

A Certificate of Achievement is valid for a period of one year only. The Town of Ashland has received a Certificate of Achievement for the last twenty consecutive years (fiscal years ended 1987 -

Certificate of Achievement program requirements, and we are submitting it to the GFOA.

Acknowledgments

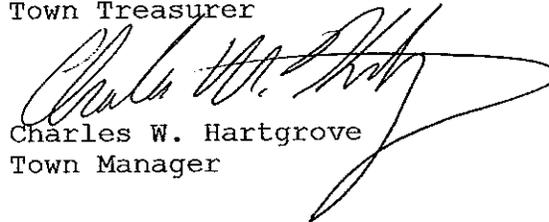
The preparation of this report on a timely basis could not have been accomplished without the efficient and dedicated services of the entire staff of the Treasurer's Office. We would like to express our appreciation to all those who assisted in and contributed to the preparation of this report.

We would also like to thank the members of Town Council for their interest and support in planning and conducting the financial operations of the Town in a responsible and progressive manner.

Respectfully submitted,



Harold W. Mitchell
Town Treasurer



Charles W. Hartgrove
Town Manager

**FINANCIAL
SECTION**



ROBINSON, FARMER, COX ASSOCIATES

CERTIFIED PUBLIC ACCOUNTANTS

A PROFESSIONAL LIMITED LIABILITY COMPANY

Independent Auditors' Report

To The Honorable Members of the Town Council
Town of Ashland
Ashland, Virginia

We have audited the accompanying financial statements of the governmental activities, the aggregate discretely presented component unit, each major fund, and the aggregate remaining fund information of the Town of Ashland, Virginia, as of and for the year ended June 30, 2007, which collectively comprise the Town's basic financial statements as listed in the table of contents. These financial statements are the responsibility of the Town of Ashland, Virginia's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America; 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 Counties, Cities, and Towns* issued by the Auditor of Public Accounts of the Commonwealth of Virginia. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and the significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the respective financial position of the governmental activities, the aggregate discretely presented component unit, each major fund, and the aggregate remaining fund information of the Town of Ashland, Virginia, as of June 30, 2007, and the respective changes in financial position, thereof for the year then ended in conformity with accounting principles generally accepted in the United States of America.

In accordance with *Government Auditing Standards*, we have also issued our report dated December 17, 2007, on our consideration of the Town of Ashland, 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 to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* and important for assessing the results of our audit.

The Management's Discussion and Analysis, budgetary comparison information, and the Schedule of Pension Funding Progress, as listed in the table of contents, are not a required part of the basic financial statements but are supplementary information required by accounting principles generally accepted in the United States of America. We have applied certain limited procedures, which consisted principally of inquiries of management regarding the methods of measurement and presentation of the required supplementary information. However, we did not audit the information and express no opinion on it.

Our audit was conducted for the purpose of forming an opinion on the financial statements that collectively comprise the Town of Ashland, Virginia's, basic financial statements. The introductory section and statistical tables are presented for purposes of additional analysis and are not a required part of the basic financial statements. The accompanying Schedule of Expenditures of Federal Awards is presented for purposes of additional analysis as required by the U.S. office of Management and Budget Circular A-133, *Audits of States, Local Governments, and Non-Profit Organizations*, and also is not a required part of the basic financial statements of the Town of Ashland, Virginia. The Other Supplementary Information and the Schedule of Expenditures of Federal Awards have been subjected to the auditing procedures applied in the audit of the basic financial statements, and in our opinion, are fairly stated in all material respects in relation to the basic financial statements taken as a whole. The introductory section and statistical tables have not been subjected to the auditing procedures applied in the audit of the basic financial statements and, accordingly, we express no opinion on them.

Robert J. Cox, CPA

Richmond, Virginia
December 17, 2007

MANAGEMENT'S DISCUSSION AND ANALYSIS

As management of the Town of Ashland, Virginia, we offer readers of the Town's financial statements this narrative overview and analysis of the financial activities of the Town for the fiscal year ended June 30, 2007. Please read it in conjunction with the transmittal letter at the front of this report and with the Town's basic financial statements, which follow this section.

Financial Highlights

Government-wide Financial Statements

- ▶ The assets of the Town exceeded its liabilities at the close of the most recent fiscal year by \$22,386,116 (net assets).

Fund Financial Statements

The Governmental Funds, on a current financial resource basis, reported revenues in deficit of expenditures of \$131,716 (Exhibit 5).

- ▶ As of the close of the current fiscal year; the Town's funds reported ending fund balances of \$6,851,562 a decrease of \$131,716 in comparison with the prior year.
- ▶ At the end of the current fiscal year, unreserved fund balance for the general fund was \$3,943,785 or 52% of total general fund expenditures and other uses.
- ▶ The combined long-term obligations decreased \$20,499 during the current fiscal year.

Overview of the Financial Statements

This discussion and analysis are intended to serve as an introduction to the Town's basic financial statements. The Town's basic financial statements comprise three components:

1. Government-wide financial statements,
2. Fund financial statements, and
3. Notes to the financial statements.

This report also contains other supplementary information in addition to the basic financial statements themselves.

Government-wide financial statements - The Government-wide financial statements are designed to provide readers with a broad overview of the Town's finances, in a manner similar to a private-sector business.

The statement of net assets presents information on all of the Town's assets and liabilities, with the difference between the two reported as net assets. Over time, increases or decreases in net assets may serve as a useful indicator of whether the financial position of the Town is improving or deteriorating.

Overview of the Financial Statements (Continued)

The statement of activities presents information showing how the Town's net assets changed during the most recent fiscal year. All changes in net assets are reported as soon as the underlying event giving rise to the change occurs, regardless of the timing of related cash flows. Thus, revenues and expenses are reported in the statement for some items that will only result in cash flows in future fiscal periods (e.g., uncollected taxes and earned but unused vacation leave).

Both of the government-wide financial statements distinguish functions of the Town that are principally supported by taxes and intergovernmental revenues (governmental activities) from other functions that are intended to recover all or a significant portion of their costs through user fees and charges (business-type activities). The governmental activities of the Town include general government, police protection, street maintenance, sanitation, building and grounds maintenance, recreation and community development.

The Government-wide financial statements include not only the Town of Ashland, Virginia itself (known as the primary government), but also a legally separate industrial development authority for which the Town of Ashland, Virginia is financially accountable. Financial information for the component unit is reported separately from the financial information presented for the primary government itself.

Fund financial statements - A fund is a grouping of related accounts that is used to maintain control over resources that have been segregated for specific activities or objectives. The Town of Ashland, Virginia, like other local governments, uses fund accounting to ensure and demonstrate compliance with finance-related legal requirements. All of the funds of the Town fall under the category of governmental funds.

Governmental funds - *Governmental funds* are used to account for essentially the same functions or services reported as governmental activities in the government-wide financial statements. Whereas the government-wide financial statements are prepared on the accrual basis of accounting, the governmental fund financial statements are prepared on the modified accrual basis of accounting. The focus of modified accrual reporting is on near-term inflows and outflows of financial resources and the balance of financial resources available at the end of the fiscal year. Since the governmental funds focus is narrower than that of the government-wide financial statements a reconciliation between the two methods is provided at the bottom of the governmental fund balance sheet and the governmental fund statement of revenues, expenditures and changes in fund balances. The Town has two major governmental funds - the General Fund and the Capital Projects Fund.

Notes to the financial statements - The notes provide additional information that is essential to a full understanding of the data provided in the government-wide and fund financial statements.

Other information - In addition to the basic financial statement and accompanying notes, this report also presents certain required supplementary information for budgetary comparison schedules and presentation of financial statements for the discretely presented component unit - Economic Development Authority. The Authority does not issue separate financial statements.

Government-wide Financial Analysis

As noted earlier, net assets may serve over time as a useful indicator of a Town's financial position. In the case of the Town, assets exceeded liabilities by \$22,386,116 at the close of the most recent fiscal year. The following table summarizes the Town's Statement of Net Assets:

	Town of Ashland, Virginia's Net Assets	
	Governmental Activities	
	2007	2006
Current and other assets	\$ 7,457,868	\$ 7,348,037
Capital assets	<u>15,853,843</u>	<u>12,339,509</u>
Total assets	<u>\$ 23,311,711</u>	<u>\$ 19,687,546</u>
Current liabilities	\$ 483,468	\$ 320,920
Long-term liabilities outstanding	<u>442,127</u>	<u>462,626</u>
Total liabilities	<u>\$ 925,595</u>	<u>\$ 783,546</u>
Net assets:		
Invested in capital assets, net of related debt	\$ 15,626,765	\$ 12,078,320
Restricted for:		
Future capital projects	2,907,777	2,318,880
Unrestricted	<u>3,851,574</u>	<u>4,506,800</u>
Total net assets	<u>\$ 22,386,116</u>	<u>\$ 18,904,000</u>

Government-wide Financial Analysis (Continued)

The Town's net assets increased by \$3,482,116 during the current fiscal year. The following table summarizes the Town's Statement of Activities:

<u>Town of Ashland, Virginia's Changes in Net Assets</u>		
	<u>Governmental Activities</u>	
	<u>2007</u>	<u>2006</u>
Revenues:		
Program revenues:		
Charges for services	\$ 170,430	\$ 105,755
Operating grants and contributions	1,431,412	2,565,640
Capital grants and contributions	2,924,497	-
General revenues:		
General property taxes	824,846	674,320
Other local taxes	4,061,711	4,040,223
Grants and other contributions restricted	227,784	218,466
Other general revenues	296,150	208,965
Loss on disposal of capital assets	-	-
Total revenues	<u>\$ 9,936,830</u>	<u>\$ 7,813,369</u>
Expenses:		
General government administration	\$ 822,305	\$ 703,671
Public safety	2,225,167	1,854,281
Public works	2,703,069	2,289,263
Parks, recreation, and cultural	225,253	239,301
Community development	472,345	530,371
Interest and other fiscal charges	6,575	7,552
Total expenses	<u>\$ 6,454,714</u>	<u>\$ 5,624,439</u>
Change in net assets	\$ 3,482,116	\$ 2,188,930
Net assets, beginning of year	18,904,000	16,715,070
Net assets, end of year	<u>\$ 22,386,116</u>	<u>\$ 18,904,000</u>

Generally, net assets changes result from differences between revenues and expenses. The following are key elements of the increases in net assets:

- Increases in net assets for governmental activities resulted primarily from increases in capital grants and contributions

Increases in operating expenses closely paralleled inflation and growth in the demand for services.

Financial Analysis of the Town's Funds

As noted earlier, the Town used fund accounting to ensure and demonstrate compliance with finance-related legal requirements.

Governmental Funds - The focus of the Town's governmental funds is to provide information on near-term inflows, outflows, and balances of available resources. Such information is useful in assessing the Town's financing requirements. In particular, unreserved fund balance may serve as a useful measure of a Town's net resources available for spending at the end of the fiscal year.

As of the end of the current fiscal year, the Town's governmental funds reported fund balances of \$6,851,562 a decrease of \$131,716 in comparison with the prior year. Approximately 58% of this total amount constitutes unreserved General Fund balance, which is available for spending at the Town's discretion.

The Town Capital Projects Fund accounts for all major general public improvements. At the end of the fiscal year, the fund balance was \$2,907,777, all of which was reserved for current or future capital projects.

General Fund Budgetary Highlights

The only changes between the original and final General Fund budgets were appropriations of additional general government administration and public safety expenditures.

During the year, revenues exceeded budgetary estimates by \$658,932. Expenditures were less than budgetary estimates by \$1,675, resulting in a positive variance of \$660,607 for net changes in fund balance.

Capital Asset and Long-term Obligations

- ▶ Capital assets - The Town's investment in capital assets for its governmental operations as of June 30, 2007 amounts to \$15,853,843 (net of accumulated depreciation). This investment in capital assets includes land, buildings and improvements, machinery and equipment and infrastructure. Capital additions for the fiscal year ended June 30, 2007 included continuing construction of Hill Carter Parkway, purchase of land adjacent to Town Hall for future expansion and purchase of police vehicles.

Additional information on the Town's capital assets can be found in Note 5 of this report.

Long-term obligations - At the end of the current fiscal year, the Town had total long-term obligations of \$442,127, which included bonded debt of \$227,078 and compensated absences of \$215,049. All of the bonded debt outstanding at June 30, 2007 was backed by the full faith and credit of the Town.

The Town's long-term obligations decreased by \$20,499 during the current fiscal year. The decrease was made up of a decrease in debt outstanding of \$34,111 and an increase in the liability for compensated absences of \$13,612.

Additional information on the Town of Ashland, Virginia's long-term debt can be found in Note 7 of this report.

Economic Factors and Next Year's Budgets and Rates

- ▶ The unemployment rate for the Town compares favorably to the state's average unemployment rate of 3.2 percent and compares favorably to the national average rate of 4.5 percent.
- ▶ Inflationary trends in the region compare favorably to national indices.

Economic Factors and Next Year's Budgets and Rates (Continued)

All of these factors were considered in preparing the Town's budget for the 2008 fiscal year.

The fiscal year 2008 budget increased by approximately 4.5%. The property tax and other tax rates remained unchanged.

Requests for Information

This financial report is designed to provide a general overview of the Town of Ashland, Virginia's finances for all those with an interest in the Town's finances. Questions concerning any of the information provided in this report or requests for additional financial information should be addressed to the Town Manager, 101 Thompson Street, Ashland, Virginia 23005.

BASIC FINANCIAL STATEMENTS

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GOVERNMENT-WIDE FINANCIAL STATEMENTS

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Town of Ashland, Virginia
Statement of Net Assets
June 30, 2007

	Primary Government		Component
	Governmental Activities	Total	Unit EDA
ASSETS			
Cash and cash equivalents	\$ 6,460,107	\$ 6,460,107	\$ 140,295
Taxes receivable	130,031	130,031	-
Accounts receivable	251,261	251,261	-
Due from other governmental units	616,469	616,469	-
Capital assets (net of accumulated depreciation):			
Land	2,292,501	2,292,501	-
Buildings and improvements	1,397,653	1,397,653	-
Machinery and equipment	508,718	508,718	-
Infrastructure	11,635,421	11,635,421	-
Construction in progress	19,550	19,550	-
Total assets	<u>\$ 23,311,711</u>	<u>\$ 23,311,711</u>	<u>\$ 140,295</u>
LIABILITIES			
Accounts payable	\$ 445,647	\$ 445,647	\$ -
Accrued liabilities	34,842	34,842	-
Accrued interest payable	2,706	2,706	-
Deferred revenue	273	273	-
Long-term liabilities:			
Due within one year	55,616	55,616	-
Due in more than one year	386,511	386,511	-
Total liabilities	<u>\$ 925,595</u>	<u>\$ 925,595</u>	<u>\$ -</u>
NET ASSETS			
Invested in capital assets, net of related debt	\$ 15,626,765	\$ 15,626,765	\$ -
Restricted for:			
Future capital projects	2,907,777	2,907,777	-
Unrestricted (deficit)	3,851,574	3,851,574	140,295
Total net assets	<u>\$ 22,386,116</u>	<u>\$ 22,386,116</u>	<u>\$ 140,295</u>
 Total Liabilities and Net Assets	 <u>\$ 23,311,711</u>	 <u>\$ 23,311,711</u>	 <u>\$ 140,295</u>

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

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Town of Ashland, Virginia
Statement of Activities
For the Year Ended June 30, 2007

Functions/Programs	Program Revenues			Net (Expense) Revenue and Changes in Net Assets				
	Expenses	Charges for Services	Operating Grants and Contributions	Primary Government				
				Capital Grants and Contributions	Governmental Activities	Total	EDA	
PRIMARY GOVERNMENT:								
Governmental activities:								
General government administration	\$ 822,305	\$ -	\$ -	\$ -	\$ (822,305)	\$ (822,305)	\$ -	
Public safety	2,225,167	105,552	226,241	-	(1,893,374)	(1,893,374)	-	
Public works	2,703,069	-	1,202,419	2,924,497	1,423,847	1,423,847	-	
Parks, recreation, and cultural	225,253	64,878	-	-	(160,375)	(160,375)	-	
Community development	472,345	-	2,752	-	(469,593)	(469,593)	-	
Interest on long-term debt	6,575	-	-	-	(6,575)	(6,575)	-	
Total government activities	\$ 6,454,714	\$ 170,430	\$ 1,431,412	\$ 2,924,497	\$ (1,928,375)	\$ (1,928,375)	\$ -	
Total primary government	\$ 6,454,714	\$ 170,430	\$ 1,431,412	\$ 2,924,497	\$ (1,928,375)	\$ (1,928,375)	\$ -	

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Component Units	Expenses	Charges for Services	Operating Grants and Contributions	Capital Grants and Contributions	Net (Expense) Revenue and Changes in Net Assets	EDA
COMPONENT UNITS:						
Industrial development authority	\$ 401	\$ -	\$ -	\$ -	\$ -	(401)
Total component units	\$ 401	\$ -	\$ -	\$ -	\$ -	(401)

General revenues:	Expenses	Charges for Services	Operating Grants and Contributions	Capital Grants and Contributions	Net (Expense) Revenue and Changes in Net Assets	EDA
General property taxes	\$ 824,846	\$ -	\$ -	\$ -	\$ 824,846	\$ -
Local sales and use taxes	469,870	-	-	-	469,870	-
Business license taxes	500,578	-	-	-	500,578	-
Hotel and motel room taxes	594,716	-	-	-	594,716	-
Restaurant food taxes	1,750,879	-	-	-	1,750,879	-
Other local taxes	745,668	-	-	-	745,668	-
Unrestricted revenues from use of money and property	282,466	-	-	-	282,466	99
Miscellaneous	13,684	-	-	-	13,684	14,733
Grants and contributions not restricted to specific programs	227,784	-	-	-	227,784	-
Total general revenues	\$ 5,410,491	\$ -	\$ -	\$ -	\$ 5,410,491	\$ 14,832
Change in net assets	3,482,116	-	-	-	3,482,116	14,431
Net assets - beginning	18,904,000	-	-	-	18,904,000	125,864
Net assets - ending	\$ 22,386,116	\$ -	\$ -	\$ -	\$ 22,386,116	\$ 140,295

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

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FUND FINANCIAL STATEMENTS

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**Town of Ashland, Virginia
Balance Sheet
Governmental Funds
June 30, 2007**

	<u>General</u>	<u>Capital Projects</u>	<u>Total</u>
ASSETS			
Cash and cash equivalents	\$ 3,796,233	\$ 2,663,874	\$ 6,460,107
Receivables (net of allowance for uncollectibles):			
Taxes receivable	130,031	-	130,031
Accounts receivable	251,261	-	251,261
Due from other governmental units	200,900	415,569	616,469
Total assets	<u>\$ 4,378,425</u>	<u>\$ 3,079,443</u>	<u>\$ 7,457,868</u>
LIABILITIES AND FUND BALANCES			
Liabilities:			
Accounts payable	\$ 273,981	\$ 171,666	\$ 445,647
Performance bond payable	34,842	-	34,842
Deferred revenue	125,817	-	125,817
Total liabilities	<u>\$ 434,640</u>	<u>\$ 171,666</u>	<u>\$ 606,306</u>
Fund balances:			
Reserved for:			
Future capital projects	\$ -	\$ 2,907,777	\$ 2,907,777
Unreserved, reported in:			
General fund	3,943,785	-	3,943,785
Total fund balances	<u>\$ 3,943,785</u>	<u>\$ 2,907,777</u>	<u>\$ 6,851,562</u>
Total liabilities and fund balances	<u>\$ 4,378,425</u>	<u>\$ 3,079,443</u>	<u>\$ 7,457,868</u>

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

Town of Ashland, Virginia
Reconciliation of the Balance Sheet of Governmental Funds
To the Statement of Net Assets
June 30, 2007

Amounts reported for governmental activities in the Statement of Net Assets are different because:

Total fund balances per Exhibit 3 - Balance Sheet - Governmental Funds		\$ 6,851,562
Capital assets used in governmental activities are not financial resources and, therefore, are not reported in the funds.		15,853,843
Other long-term assets are not available to pay for current-period expenditures and, therefore, are deferred in the funds.		125,544
Long-term liabilities, including bonds payable, are not due and payable in the current period and, therefore, are not reported in the funds. The following is a summary of items supporting this adjustment:		
General obligation bonds	(227,078)	
Compensated absences	(215,049)	
Accrued interest payable	<u>(2,706)</u>	(444,833)
Net assets of governmental activities		<u><u>\$ 22,386,116</u></u>

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

Town of Ashland, Virginia
Statement of Revenues, Expenditures, and Changes in Fund Balances
Governmental Funds
For the Year Ended June 30, 2007

	<u>General</u>	<u>Capital Projects</u>	<u>Total</u>
REVENUES			
General property taxes	\$ 746,254	\$ -	\$ 746,254
Other local taxes	4,061,711	-	4,061,711
Permits, privilege fees, and regulatory licenses	30,131	-	30,131
Fines and forfeitures	75,421	-	75,421
Revenue from the use of money and property	212,574	69,892	282,466
Charges for services	64,878	-	64,878
Miscellaneous	13,684	-	13,684
Recovered costs	63,175	237,310	300,485
Intergovernmental revenues:			
Commonwealth	1,646,159	-	1,646,159
Federal	13,037	2,924,497	2,937,534
Total revenues	<u>\$ 6,927,024</u>	<u>\$ 3,231,699</u>	<u>\$ 10,158,723</u>
EXPENDITURES			
Current:			
General government administration	\$ 1,158,148	\$ -	\$ 1,158,148
Public safety	2,238,848	-	2,238,848
Public works	2,447,839	-	2,447,839
Parks, recreation, and cultural	172,933	-	172,933
Community development	460,483	-	460,483
Capital projects	-	3,771,095	3,771,095
Debt service:			
Principal retirement	34,111	-	34,111
Interest and other fiscal charges	6,982	-	6,982
Total expenditures	<u>\$ 6,519,344</u>	<u>\$ 3,771,095</u>	<u>\$ 10,290,439</u>
Excess (deficiency) of revenues over (under) expenditures	<u>\$ 407,680</u>	<u>\$ (539,396)</u>	<u>\$ (131,716)</u>
OTHER FINANCING SOURCES (USES)			
Transfers in	\$ -	\$ 1,128,293	\$ 1,128,293
Transfers out	(1,128,293)	-	(1,128,293)
Total other financing sources (uses)	<u>\$ (1,128,293)</u>	<u>\$ 1,128,293</u>	<u>\$ -</u>
Net change in fund balances	\$ (720,613)	\$ 588,897	\$ (131,716)
Fund balances - beginning - as restated	4,664,398	2,318,880	6,983,278
Fund balances - ending	<u>\$ 3,943,785</u>	<u>\$ 2,907,777</u>	<u>\$ 6,851,562</u>

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

**Town of Ashland, Virginia
 Reconciliation of Statement of Revenues,
 Expenditures, and Changes in Fund Balances of Governmental Funds
 To the Statement of Activities
 For the Year Ended June 30, 2007**

Amounts reported for governmental activities in the Statement of Activities are different because:

Net change in fund balances - total governmental funds \$ (131,716)

Governmental funds report capital outlays as expenditures. However, in the Statement of Activities the cost of those assets is allocated over their estimated useful lives and reported as depreciation expense. This is the amount by which the capital outlays exceeded depreciation in the current period.

Capital outlay	\$ 4,128,439	
Depreciation expense	<u>(614,105)</u>	3,514,334

Revenues in the Statement of Activities that do not provide current financial resources are not reported as revenues in the funds. Details of this item consist of changes in deferred taxes. 78,592

The issuance of long-term debt (e.g. bonds, leases) provides current financial resources to governmental funds, while the repayment of the principal of long-term debt consumes the current financial resources of governmental funds. Neither transaction, however, has any effect on net assets. A summary of items supporting this adjustment is as follows:

Principal retirement on general obligation bonds		34,111
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Some expenses reported in the statement of activities do not require the use of current financial resources and, therefore are not reported as expenditures in governmental funds. The following is a summary of items supporting this adjustment:

Increase in accrued leave	\$ (13,612)	
Decrease in Interest payable	<u>407</u>	(13,205)

Change in net assets of governmental activities		<u><u>\$ 3,482,116</u></u>
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The notes to the financial statements are an integral part of this statement.

TOWN OF ASHLAND, VIRGINIA

Notes to Financial Statements As of June 30, 2007

Note 1—Summary of Significant Accounting Policies:

The Town of Ashland, Virginia (the "Town") is governed by an elected five member Council. The Town provides a full range of services for its citizens. These services include police and fire protection; sanitation services, and recreational activities.

The financial statements of the Town of Ashland, Virginia have been prepared in conformity with the specifications promulgated by the Auditor of Public Accounts (APA) of the Commonwealth of Virginia, and the accounting principles generally accepted in the United States as specified by the Governmental Accounting Standards Board. The more significant of the government's accounting policies are described below.

Management's Discussion and Analysis - GASB Statement No. 34 requires the financial statements be accompanied by a narrative introduction and analytical overview of the government's financial activities in the form of "Management's Discussion and Analysis" (MD&A).

Government-wide and Fund Financial Statements

Government-wide financial statements - The reporting model includes financial statements prepared using full accrual accounting for all of the government's activities. This approach includes not just current assets and liabilities but also capital assets and long-term liabilities (such as buildings and general obligation debt).

The government-wide financial statements (i.e., the Statement of Net Assets and the Statement of Changes in Net Assets) report information on all of the nonfiduciary activities of the primary government and its component unit. For the most part, the effect of interfund activity has been removed from these statements. Governmental activities, which normally are supported by taxes and intergovernmental revenues, are reported separately from business-type activities, which rely to a significant extent on fees and charges for support. Likewise, the primary government is reported separately from certain legally separate component units for which the primary government is financially accountable.

Statement of Net Assets - The Statement of Net Assets is designed to display financial position of the primary government (government and business-type activities) and its discretely presented component unit. Governments will report all capital assets in the government-wide Statement of Net Assets and will report depreciation expense - the cost of "using up" capital assets - in the Statement of Activities. The net assets of a government will be broken down into three categories - 1) invested in capital assets, net of related debt; 2) restricted; and 3) unrestricted.

Note 1—Summary of Significant Accounting Policies: (Continued)

Statement of Activities - The government-wide Statement of Activities reports expenses and revenues in a format that focuses on the cost of each of the government's functions. The expense of individual functions is compared to the revenues generated directly by the function (for instance, through user charges or intergovernmental grants).

The Statement of Activities demonstrates the degree to which the direct expenses of a given function or segment is offset by program revenues. Direct expenses are those that are clearly identifiable with a specific function or segment. Program revenues include 1) charges to customers or applicants who purchase, use, or directly benefit from goods, services, or privileges provided by a given function or segment and 2) grants and contributions that are restricted to meeting the operational or capital requirements of a particular function or segment. Taxes and other items not properly included among program revenues are reported instead as general revenues.

Separate financial statements are provided for governmental funds. Major individual governmental funds are reported as separate columns in the fund financial statements.

Budgetary Comparison Schedules - Demonstrating compliance with the adopted budget is an important component of a government's accountability to the public. Many citizens participate in one way or another in the process of establishing the annual operating budgets of state and local governments, and have a keen interest in following the actual financial progress of their governments over the course of the year. Many governments revise their original budgets over the course of the year for a variety of reasons. Under the reporting model, governments will continue to provide budgetary comparison information in their annual reports. An important change, however, is a requirement to add the government's original budget to the current comparison of final budget and actual results.

A. Financial Reporting Entity

The basic criterion for determining whether a governmental department, agency, institution, commission, public authority, or other governmental organization should be included in a primary governmental unit's reporting entity for the basic financial statements is financial accountability. Financial accountability includes the appointment of a voting majority of the organization's governing body and the ability of the primary government to impose its' will on the organization or if there is a financial benefit/burden relationship. In addition, an organization which is fiscally dependent on the primary government should be included in its reporting entity. These financial statements present the Town of Ashland (the primary government) and its component unit. Blended component units, although legally separate entities, are, in substance, part of the government's operations and so data from these units are combined with data of the primary government. Each discretely presented component unit, on the other hand, is reported in a separate column in the combined financial statements to emphasize it is legally separate from the government.

Note 1—Summary of Significant Accounting Policies: (Continued)

B. Individual Component Unit Disclosures

Blended Component Unit. The Town has no blended component units at June 30, 2007.

The Town of Ashland's Economic Development Authority (EDA) was created by the Town Council to administer the issuance of industrial development revenue bonds and provide economic development activities for the Town. The Authority may also acquire property and issue debt in its own name and may also enter into lease/purchase arrangements with the Town. The Town appoints all six of the members of the Authority's Board of Directors. The Town Manager serves as the Secretary of the Authority. The Town may significantly influence the fiscal affairs of the Authority. The Economic Development Authority does not issue separate financial statements. The financial statements of the Economic Development Authority are presented as a discrete presentation of the Town's financial statements for the fiscal year ended June 30, 2007.

C. Measurement Focus, Basis of Accounting and Financial Statement Presentation

The accompanying financial statements are prepared in accordance with pronouncements issued by the Governmental Accounting Standards Board. The principles prescribed by GASB represent generally accepted accounting principles applicable to governmental units.

The government-wide financial statements are reported using the economic resources measurement focus and the accrual basis of accounting. Revenues are recorded when earned and expenses are recorded when a liability is incurred, regardless of timing of related cash flows. Property taxes are recognized as revenues in the year for which they are levied. Grants and similar items are recognized as revenue as soon as all eligibility requirements imposed by the provider have been met.

The government-wide Statement of Activities reflect both the gross and net cost per functional category (public safety, public works, health and welfare, etc.) which are otherwise being supported by general government revenues, (property, sales and use taxes, certain intergovernmental revenues, fines, permits and charges, etc.) The Statement of Activities reduces gross expenses (including depreciation) by related program revenues, operating and capital grants, and contributions. The program revenues must be directly associated with the function (public safety, public works, health and welfare, etc.).

Governmental fund financial statements are reported using the current financial resources measurement focus and the modified accrual basis of accounting. This is the manner in which these funds are normally budgeted. Revenues are recognized as soon as they are both measurable and available. Revenues are considered to be available when they are collectible within the current period or soon enough thereafter to pay liabilities of the current period. For this purpose, the government considers revenues to be available if they are collected within 60 days of the end of the current fiscal period. All other revenue items are considered to be measurable and available only when cash is received by the government. Expenditures generally are recorded when a liability is incurred, as under accrual accounting. However, debt service expenditures as well as expenditures related to compensated absences and claims and judgments, are recorded only when payment is due.

Note 1—Summary of Significant Accounting Policies: (Continued)

C. Measurement Focus, Basis of Accounting and Financial Statement Presentation (continued)

Property taxes, franchise taxes, licenses, and interest associated with the current fiscal period are all considered to be susceptible to accrual and so have been recognized as revenues of the current fiscal period. Accordingly, real and personal property taxes are recorded as revenues and receivables when billed, net of allowances for uncollectible amounts. Property taxes not collected within 60 days after year-end are reflected as deferred revenues. Sales and utility taxes, which are collected by the state or utilities and subsequently remitted to the Town, are recognized as revenues and receivables upon collection by the state or utility, which is generally within two months preceding receipt by the Town.

Licenses, permits, fines and rents are recorded as revenues when received. Intergovernmental revenues, consisting primarily of federal, state and other grants for the purpose of funding specific expenditures, are recognized when earned or at the time of the specific expenditure. Revenues from general purpose grants are recognized in the period to which the grant applies. All other revenue items are considered to be measurable and available only when cash is received by the government.

In the fund financial statements, financial transactions and accounts of the Town are organized on the basis of funds. The operation of each fund is considered to be an independent fiscal and separate accounting entity, with a self-balancing set of accounts recording cash and/or other financial resources together with all related liabilities and residual equities or balances, and changes therein, which are segregated for the purpose of carrying on specific activities or attaining certain objectives in accordance with special regulations, restrictions, or limitations.

1. Governmental Funds

Governmental Funds are those through which most governmental functions typically are financed. The Town reports the General Fund as a major governmental fund.

The General Fund is the primary operating fund of the Town. This fund is used to account for all financial transactions and resources except those required to be accounted for in another fund. Revenues are derived primarily from property and other local taxes, state and federal distributions, licenses, permits, charges for service, and interest income. The General Fund is considered a major fund for government-wide reporting purposes.

Capital Projects Funds - Capital Projects Funds account for financial resources to be used for the acquisition or construction of major capital facilities. The Capital Projects Fund is considered a major fund.

Note 1--Summary of Significant Accounting Policies: (Continued)

D. Cash and Cash Equivalents

Cash and cash equivalents include amounts in demand deposits as well as short-term investments with a maturity date within three months of the date acquired by the government.

State statutes authorize the government to invest in obligations of the U.S. Treasury, commercial paper, corporate bonds and repurchase agreements.

Investments for the government, as well as for its component unit are reported at fair value.

E. Investments

Investments are stated at fair value which approximates market; no investments are value at cost. Investments maturing in three months or less of the date acquired are reported in the accompanying financial statements as cash and cash equivalents.

F. Receivables and payables

Activity between funds that are representative of lending/borrowing arrangements outstanding at the end of the fiscal year are referred to as either "due to/from other funds" (i.e. the current portions of the interfund loans). All other outstanding balances between funds are reported as "due to/from other funds."

All trade and property tax receivables are shown net of an allowance for uncollectibles. The Town calculates its allowance for uncollectible accounts using historical collection data and, in certain cases, specific account analysis. The allowance amounted to approximately \$22,888 at June 30, 2007 is comprised solely of property taxes.

Real and Personal Property Tax Data:

The tax calendars for real and personal property taxes are summarized below.

	<u>Real Property</u>	<u>Personal Property</u>
Levy	January 1	January 1
Due Date *	January 15	January 15
Lien Date	February 16	February 16

* of the following year

The Town bills and collects its own property taxes.

G. Capital Assets

Capital assets, which include property, plant and equipment, are reported in the applicable governmental columns in the government-wide financial statements. Capital assets are defined by the Town as land, buildings, and equipment with an initial individual cost of more than \$5,000 (amount not rounded) and an estimated useful life in excess of two years. Such assets are recorded at historical cost or estimated historical cost if purchased or constructed. Donated capital assets are recorded as estimated fair market value at the date of donation.

Note 1—Summary of Significant Accounting Policies: (Continued)

G. Capital Assets (Continued)

The costs of normal maintenance and repairs that do not add to the value of the asset or materially extend assets lives are not capitalized.

Major outlays for capital assets and improvements are capitalized as projects are constructed.

Property, plant and equipment of the primary government are depreciated using the straight-line method over the following estimated useful lives.

<u>Assets</u>	<u>Years</u>
Buildings and Improvements	10-40
Furniture, Vehicles, and Office Equipment	5-10
Infrastructure	20-40

H. Compensated Absences

Vested or accumulated vacation leave that is expected to be liquidated with expendable available financial resources is reported as an expenditure and a fund liability of the governmental fund that will pay it. Amounts of vested or accumulated vacation leave that are not expected to be liquidated with expendable available financial resources are reported as an expense in the Statement of Activities and a long-term obligation in the Statement of Net Assets. In accordance with the provisions of Governmental Accounting Standards No. 16, Accounting for Compensated Absences, no liability is recorded for nonvesting accumulating rights to received sick pay benefits. However, a liability is recognized for that portion of accumulating sick leave benefits that is estimated will be taken as "terminal leave" prior to retirement.

I. Retirement Plan

Retirement plan contributions are actuarially determined and consist of current service costs and amortization of prior service cost over a 30-year period. The Town's policy is to fund pension cost as it accrues.

J. Use of Estimates

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

K. Fund Equity

In the fund financial statements, governmental funds report reservations of fund balance for amounts that are not available for appropriation or are legally restricted by outside parties for use for a specific purpose. Designations of fund balance represent tentative management plans that are subject to change.

Note 1—Summary of Significant Accounting Policies: (Continued)

L. Net Assets

Net assets are the difference between assets and liabilities. Net assets invested in capital assets represent capital assets, less accumulated depreciation less any outstanding debt related to the acquisition, construction or improvement of those assets.

M. Long-term Obligations

In the government-wide financial statements, long-term debt and other long-term obligations are reported as liabilities in the applicable governmental activities Statement of Net Assets. Bonds payable are reported net of the applicable bond premium or discount.

In the fund financial statements, governmental fund types recognize bond premiums and discounts, as well as bond issuance costs, during the current period. The face amount of debt issued is reported as other financing sources while discounts on debt issuances are reported as other financing uses. Issuance costs, whether or not withheld from the actual debt proceeds received, are reported as debt service expenditures.

Note 2—Stewardship, Compliance, and Accounting:

The following procedures are used by the Town in establishing the budgetary data reflected in the financial statements:

1. On or before May 1st, the Town Manager submits to the Town Council a proposed operating and capital budget for the fiscal year commencing the following July 1. The operating and capital budget includes proposed expenditures and the means of financing them.
2. Public hearings are conducted to obtain citizen comments.
3. Prior to July 1, the budget is legally enacted through passage of an Appropriations Resolution.
4. The Appropriations Resolution places legal restrictions on expenditures at the department or category level. The appropriation for each department or category can be revised only by the Town Council. The Town Manager is authorized to transfer budgeted amounts within general government departments.
5. All budgets are adopted on a basis consistent with generally accepted accounting principles (GAAP).
6. Appropriations lapse on June 30, every year.
7. All budget data presented in the accompanying financial statements is the revised budget as of June 30, 2007, as adopted, appropriated and legally amended.
8. The expenditure budget is enacted through an annual appropriations ordinance. If budget amendments exceed 1% of the original adopted budget the Town Council may legally amend the budget only by following procedures used in the adoption of the original budget. There were no budget amendments during the year that exceeded the 1% limitation.

Expenditures and Appropriations

Expenditures did not exceed appropriations in any fund at June 30, 2007.

Town of Ashland, Virginia

Notes to Financial Statements
As of June 30, 2007 (Continued)

Note 3—Deposits and Investments:

Deposits

All cash of the primary government and its discretely presented component unit is maintained in accounts collateralized in accordance with the Virginia Security for Public Deposits Act (a multiple financial institution collateral pool), Section 2.2-4400 et. seq. of the Code of Virginia or covered by federal depository insurance. Under the Act, banks holding public deposits in excess of the amounts insured by FDIC must pledge collateral in the amount of 50% of excess deposits to a collateral pool in the name of the State Treasury Board. Savings and Loan institutions are required to collateralize 100% of deposits in excess of FDIC limits. Deposits covered by the Act are considered insured since the Treasury Board is authorized to make additional assessments.

Investments

Statutes authorize the Town to invest in obligations of the United States or agencies thereof, obligations of the Commonwealth of Virginia or political subdivisions thereof, obligations of the International Bank for Reconstruction and Development (World Bank), the Asian Development Bank, the African Development Bank, "prime quality" commercial paper and certain corporate notes, banker's acceptances, repurchase agreements and the State Treasurer's Local Government Investment Pool (LGIP). The Town does not have a formal investment policy.

Credit Risk of Debt Securities

The Town's rated debt investments as of June 30, 2007 were rated by Standard & Poor's and the ratings are presented below using the Standard & Poor's rating scale.

Locality's Rated Debt Investments' Values

<u>Rated Debt Investments</u>	<u>Fair Quality Ratings</u>	
	<u>AAA</u>	<u>AAAm</u>
Local Government Investment Pool	\$ -	\$ 4,612,231
Repurchase Agreements - Underlying: Mortgage Securities	<u>1,061,797</u>	<u>-</u>
Total	<u>\$ 1,061,797</u>	<u>\$ 4,612,231</u>

Town of Ashland, Virginia

Notes to Financial Statements
As of June 30, 2007 (Continued)

Note 3— Deposits and Investments: (Continued)

Interest Rate Risk

Investment Type	Investment Maturities (in years)	
	Fair Value	Less Than 1 Year
Repurchase Agreements - Underlying: Mortgage Securities	\$ 1,061,797	\$ 1,061,797
Total	\$ 1,061,797	\$ 1,061,797

External Investment Pools

The fair value of the positions in the Local Government Investment Pool (LGIP) is the same as the value of the pool shares. As this pool is not SEC registered, regulatory oversight of the pool rests with the Virginia State Treasury. LGIP maintains a policy to operate in a manner consistent with SEC Rule 2a-7.

Note 4—Due to/from Other Governments:

At June 30, 2007, the Town has receivables from other governments as follows:

	Primary Government
Other Local Governments:	
County of Hanover	\$ 91,127
Commonwealth of Virginia:	
Rolling stock tax	8,724
ABC profits	3,880
Mobile home titling tax	5,582
Attorney general/Dept. of Law	1,852
Wine tax	4,067
Fire programs	16,055
Auto rental tax	18,919
Communications tax	47,455
Federal Government:	
Transportation safety	1,199
Bulletproof vest grant	2,040
ISTEA Grant	415,569
Total due from other governments	\$ 616,469

Town of Ashland, Virginia

Notes to Financial Statements
As of June 30, 2007 (Continued)

Note 5—Capital Assets:

The following is a summary of changes in capital assets for the fiscal year ending June 30, 2007:

Primary Government:

	Balance July 1, 2006	Additions	Deletions	Balance June 30, 2007
<i>Primary Government:</i>				
Capital assets not subject to depreciation:				
Land and land improvements	\$ 1,910,409	\$ 382,092	\$ -	\$ 2,292,501
Construction in progress	9,469	10,081	-	19,550
Total capital assets not subject to depreciation	\$ 1,919,878	\$ 392,173	\$ -	\$ 2,312,051
Capital assets subject to depreciation:				
Buildings and improvements	\$ 1,932,345	\$ 136,749	\$ 10,081	\$ 2,059,013
Infrastructure	10,161,543	3,454,722	-	13,616,265
Machinery and equipment	1,958,026	154,876	133,774	1,979,128
Total capital assets subject to depreciation	\$ 14,051,914	\$ 3,746,347	\$ 143,855	\$ 17,654,406
Less accumulated depreciation for:				
Buildings and improvements	\$ 588,180	\$ 73,180	\$ -	\$ 661,360
Infrastructure	1,616,319	364,525	-	1,980,844
Machinery and equipment	1,427,784	176,400	133,774	1,470,410
Total accumulated depreciation	\$ 3,632,283	\$ 614,105	\$ 133,774	\$ 4,112,614
Total capital assets subject to depreciation, net	\$ 10,419,631	\$ 3,132,242	\$ 10,081	\$ 13,541,792
Governmental activities capital assets, net	\$ 12,339,509	\$ 3,524,415	\$ 10,081	\$ 15,853,843

Depreciation expense was charged to functions/programs/funds as follows:

Governmental activities:	
General government	\$ 25,341
Public safety	93,766
Public works	435,261
Parks, recreation and cultural	52,320
Community development	7,417
Total depreciation expense - governmental activities	\$ 614,105

Town of Ashland, Virginia

Notes to Financial Statements
As of June 30, 2007 (Continued)

Note 6—Interfund Transfers:

Interfund transfers for the year ended June 30, 2007, consisted of the following:

Fund	Transfers In	Transfers Out
Primary Government Obligations:		
General Fund	\$ -	\$ 1,128,293
Capital Projects Fund	1,128,293	-
Total	<u>\$ 1,128,293</u>	<u>\$ 1,128,293</u>

Transfers are used to (1) move revenues from the fund that statute or budget requires to collect them to the fund that statute or budget requires to expend them and (2) use unrestricted revenues collected in the General Fund to finance various programs accounted for in other funds in accordance with budgeting authorization.

Note 7—Long Term Obligations:

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

	Amounts Payable at July 1, 2006	Increases	Decreases	Amounts Payable at June 30, 2007	Amounts Due Within One Year
Primary Government Obligations:					
General Fund Obligations:					
Compensated absences payable	\$ 201,437	\$ 33,756	\$ 20,144	\$ 215,049	\$ 21,505
General obligation bond	261,189	-	34,111	227,078	34,111
Total General Fund Obligations	<u>\$ 462,626</u>	<u>\$ 33,756</u>	<u>\$ 54,255</u>	<u>\$ 442,127</u>	<u>\$ 55,616</u>

Year Ending June 30	General Obligation Bond	
	Principal	Interest
2008	\$ 180,000	\$ 30,745
2009	190,000	25,454
2010	190,000	20,020
2011	200,000	14,443
2012	200,000	8,723
2013	205,000	2,932
Less: County of Hanover's Portion	<u>(937,922)</u>	<u>(82,374)</u>
Total	<u>\$ 227,078</u>	<u>\$ 19,943</u>

Town of Ashland, Virginia

Notes to Financial Statements
As of June 30, 2007 (Continued)

Note 7—Long Term Obligations: (Continued)

Long-Term Obligations:

	Total Amount
<i>General Obligation Bond:</i>	
\$2,470,000 General Obligation Public Improvement and Refunding Bonds issued in 2002, due annually with interest payable semi-annually at 2.85%, through August 1, 2012.	\$ 1,165,000
Less: Portion paid by County of Hanover	(937,922)
Total General Obligation Bonds	\$ 227,078
Compensated absences (payable from General Fund)	\$ 215,049
Total Long-Term Obligations, General Fund	\$ 442,127

On January 11, 1995, the Town and Hanover County, Virginia entered into an Agreement of Purchase and Sale of the Town's water and sewer system effective January 1, 1996 (see Note 14). Under the agreement the County agreed to pay the Town all principal and interest due on outstanding amounts borrowed and expended by the Town, prior to January 11, 1995, for improvements to the system. During the fiscal year ended June 30, 2007, \$169,728 was received from the County. The amounts expected to be received for each of the Town's fiscal years ending June 30 for principal and interest are as follows:

Year Ending June 30	General Obligation Bond	
	Principal	Interest
2008	\$ 144,915	\$ 24,752
2009	152,966	20,493
2010	152,966	16,118
2011	161,016	11,628
2012	161,017	7,023
2013	165,042	2,360
Total	\$ 937,922	\$ 82,374

Town of Ashland, Virginia

Notes to Financial Statements
As of June 30, 2007 (Continued)

Note 8—Deferred Revenue:

Deferred revenue represents amounts for which asset recognition criteria have been met, but for which revenue recognition criteria have not been met. Under the modified accrual basis of accounting, such amounts are measurable, but not available. Deferred revenue totaling \$125,817 is comprised of the following:

Deferred Property Tax Revenue - Deferred revenue representing uncollected tax billings not available for funding of current expenditures totaled \$125,544 at June 30, 2007.

Prepaid Property Taxes - Property taxes due subsequent to June 30, 2007 but paid in advance by the taxpayers totaled \$273 at June 30, 2007.

Note 9—Litigation:

At June 30, 2007, there were no matters of litigation involving the Town or which would materially affect the Town's financial position should any court decisions on pending matters not be favorable to the Town.

Note 10—Self Insurance / Risk Management:

The Town had no reductions in insurance coverage from the prior year. There were no settlements which exceeded insurance coverage in the past three years.

Employee Health Insurance

The Town has contracted with private carriers to administer this activity. Accounting for these activities is made in the General Funds. The health insurance plans are fully insured. The Town has no liability for claims incurred but not reported.

Unemployment Insurance

The Town is fully self-insured for unemployment claims. The Virginia Employment Commission bills the entities for all unemployment claims. The liability for billed but unpaid claims has been accrued in the General Fund. No liability has been recorded for estimated unreported claims. The amount of estimated unreported claims is not expected to be significant.

Property and Casualty Insurance

The Town contract with the Virginia Municipal Liability Pool and private insurance carriers to provide coverage for property damage, employee crime and dishonesty, and general liability. In the event of a loss deficit and depletion of all assets and available insurance of the Pool, the Pool may assess all members in the proportion which the premium of each bears to the total premiums of all members in the year in which such deficit occurs. The property coverage is for specific amounts based on values assigned to the insured properties.

The Town also contracts with the Virginia Municipal League Pool for its workers compensation coverage.

Note 11 – Defined Benefit Pension Plan:

Primary Government:

A. Plan Description

Name of Plan: Virginia Retirement System (VRS)
Identification of Plan: Agent and Cost-Sharing Multiple-Employer Defined Benefit Pension Plan
Administering Entity: Virginia Retirement System (System)

All full-time, salaried permanent employees of participating employers must participate in the VRS. Benefits vest after five years of service. Employees are eligible for an unreduced retirement benefit at age 65 with 5 years of service (age 60 for participating local law enforcement officers, firefighters, and sheriffs) or at age 50 with at least 30 years of service if elected by the employer (age 50 with at least 25 years of service for participating local law enforcement officers, firefighters, and sheriffs) payable monthly for life in an amount equal to 1.7 percent of their average final compensation (AFC) for each year of credited service. Benefits are actuarially reduced for retirees who retire prior to becoming eligible for full retirement benefits. In addition, retirees qualify for annual cost-of-living increases limited to 5% per year beginning in their second year of retirement. AFC is defined as the highest consecutive 36 months of reported compensation. Participating local law enforcement officers, firefighters, and sheriffs, may receive a monthly benefit supplement if they retire prior to age 65. The VRS also provides death and disability benefits. Title 51.1 of the Code of Virginia (1950), as amended, assigns the authority to establish and amend benefit provisions to the General Assembly of Virginia.

The System issues a publicly available comprehensive annual financial report that includes financial statements and required supplementary information for VRS. A copy of that report may be downloaded from their website at <http://www.varetire.org/pdf/2006AnnuRept.pdf> or obtained by writing to the System at P.O. Box 2500, Richmond, VA 23218-2500.

B. Funding Policy

Plan members are required by Title 51.1 of the Code of Virginia (1950), as amended, to contribute 5% of their annual salary to the VRS. The employer has assumed the 5% member contribution. In addition, the Town is required to contribute the remaining amounts necessary to fund participation in the VRS using the actuarial basis specified by the Code of Virginia and approved by the VRS Board of Trustees. The Town's contribution rate for the fiscal year ended 2006 was 8.61% of annual covered payroll.

Town of Ashland, Virginia

Notes to Financial Statements
As of June 30, 2007 (Continued)

Note 11 – Defined Benefit Pension Plan: (Continued)

Primary Government: (Continued)

C. Annual Pension Cost

For fiscal 2007, the Town's annual pension cost of \$341,505 (which includes the portion of the employee share assumed by the employer which was \$125,461) was equal to the Town's required and actual contributions. The required contributions were determined as part of the June 30, 2005 actuarial valuation using the entry age normal actuarial cost method.

	<u>Town</u>
Valuation date	June 30, 2005
Actuarial cost method	Entry Age Normal
Amortization method	Level percent, open
Payroll growth rate	3%
Remaining amortization period	21 years
Asset valuation method	Modified market
Actuarial assumptions:	
Investment rate of return ¹	7.50%
Projected salary increases: ¹	
Non LEO Employees	3.50% to 5.73%
LEO Employees	3.50% to 4.71%
Cost-of-living adjustments	2.50%
¹ Includes inflation at 2.50%	

Three-Year Trend Information for the Town

<u>Fiscal Year</u> <u>Ending</u>	<u>Annual</u> <u>Pension</u> <u>Cost (APC) (1)</u>	<u>Percentage</u> <u>of APC</u> <u>Contributed</u>	<u>Net</u> <u>Pension</u> <u>Obligation</u>
Town:			
June 30, 2007	\$ 216,044	100%	\$ -
June 30, 2006	189,176	100%	-
June 30, 2005	172,743	100%	-

(1) Employer portion only

Town of Ashland, Virginia

Notes to Financial Statements
As of June 30, 2007 (Continued)

Note 12 – Surety Bonds:

	<u>Amount</u>
Virginia Municipal Group:	
Charles W. Hartgrove, Town Manager	\$ 300,000
Harold W. Mitchell, Treasurer	300,000
All Town employees - blanket bond (each)	150,000

Note 13 – Deferred Compensation Plan:

The Town offers its employees a deferred compensation plan created in accordance with Internal Revenue Code Section 457. The plan, available to all Town employees, permits them to defer a portion of their salary until future years. The Town will match one-half off the employee's contribution to a maximum Town contribution of two percent. Participation in the plan is optional. The deferred compensation is not available to employees until termination, retirement, death or unforeseeable emergency. All amounts currently or thereafter held under the Plan, including amounts deferred and earnings or other accumulations attributable thereto, shall be held for the exclusive benefit of Plan participants and beneficiaries in annuity contracts, or in trust or in one or more custodial accounts pursuant to one or more separate written instruments.

Investments are managed by the plan's trustee under one of five investment options, or a combination thereof. The choice of the investment option is made solely by the participants.

In August 1996, Congress amended its internal Revenue Code Section 457 to require that the assets of deferred compensation plans be placed in a trust for the exclusive benefit of participants and their beneficiaries. The Town amended its plan and as a result it no longer exercises significant management responsibilities. Therefore, the Town's financial statements no longer report plan assets.

Note 14 – Town/County Agreement:

On January 11, 1995, a voluntary settlement agreement between the Hanover County Board of Supervisors and the Ashland Town Council was ratified that addressed several major issues impacting Town/County residents. The Agreement authorized the Town to annex approximately 3.1 square miles of contiguous area which is primarily commercial or industrial in nature, and provided for an additional level of development regulations in an additional six square mile area around the Town.

Under the Agreement, the Town transferred ownership of its water and sewer system to Hanover County on January 1, 1996. The Town is responsible for all related debt service payments (see Note 7), for maintenance and operation of the system within Ashland, for continued employment of all Town utility personnel, and guarantees continued service capacity within the Town as it is required. The Town will retain control over the extension of new water and sewer service within its boundaries.

REQUIRED SUPPLEMENTARY INFORMATION

Note to Required Supplementary Information:

***Presented budgets were prepared in accordance with
accounting principles generally accepted in the
United States of America.***

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Town of Ashland, Virginia
General Fund
Schedule of Revenues, Expenditures, and Changes in Fund Balances - Budget and Actual
For the Year Ended June 30, 2007

	<u>Budgeted Amounts</u>		<u>Actual Amounts</u>	<u>Variance with Final Budget - Positive (Negative)</u>
	<u>Original</u>	<u>Final</u>		
REVENUES				
General property taxes	\$ 735,190	\$ 735,190	\$ 746,254	\$ 11,064
Other local taxes	3,688,000	3,688,000	4,061,711	373,711
Permits, privilege fees, and regulatory licenses	13,200	13,200	30,131	16,931
Fines and forfeitures	26,500	26,500	75,421	48,921
Revenue from the use of money and property	137,500	137,500	212,574	75,074
Charges for services	40,000	40,000	64,878	24,878
Miscellaneous	4,500	5,705	13,684	7,979
Recovered costs	-	-	63,175	63,175
Intergovernmental revenues:				
Commonwealth	1,605,374	1,613,847	1,646,159	32,312
Federal	2,000	8,150	13,037	4,887
Total revenues	<u>\$ 6,252,264</u>	<u>\$ 6,268,092</u>	<u>\$ 6,927,024</u>	<u>\$ 658,932</u>
EXPENDITURES				
Current:				
General government administration	\$ 982,933	\$ 1,157,167	\$ 1,158,148	\$ (981)
Public safety	1,982,735	2,090,733	2,238,848	(148,115)
Public works	2,542,891	2,542,891	2,447,839	95,052
Parks, recreation, and cultural	168,389	168,389	172,933	(4,544)
Community development	520,746	520,746	460,483	60,263
Debt service:				
Principal retirement	34,111	34,111	34,111	-
Interest and other fiscal charges	6,982	6,982	6,982	-
Total expenditures	<u>\$ 6,238,787</u>	<u>\$ 6,521,019</u>	<u>\$ 6,519,344</u>	<u>\$ 1,675</u>
Excess (deficiency) of revenues over (under) expenditures	<u>\$ 13,477</u>	<u>\$ (252,927)</u>	<u>\$ 407,680</u>	<u>\$ 660,607</u>
OTHER FINANCING SOURCES (USES)				
Transfers out	\$ (747,793)	\$ (1,128,293)	\$ (1,128,293)	-
Total other financing sources and uses	<u>\$ (747,793)</u>	<u>\$ (1,128,293)</u>	<u>\$ (1,128,293)</u>	<u>-</u>
Net change in fund balances	\$ (734,316)	\$ (1,381,220)	\$ (720,613)	\$ 660,607
Fund balances - beginning	734,316	1,381,220	4,664,398	3,283,178
Fund balances - ending	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 3,943,785</u>	<u>\$ 3,943,785</u>

Exhibit 8

Town of Ashland, Virginia
 Schedule of Pension Funding Progress
 For the Year Ended June 30, 2007

Actuarial Valuation Date (1)	Actuarial Value of Assets (2)	Actuarial Accrued Liability (AAL) (3)	Unfunded AAL (UAAL) (3) - (2) (4)	Funded Ratio Assets as % of AAL (2) / (3) (5)	Annual Covered Payroll (6)	UAAL as a % of Covered Payroll (4) / (6) (7)
6/30/2006	\$ 6,516,680	\$ 6,653,611	136,931	97.94%	2,323,650	5.89%
6/30/2005	5,898,360	6,332,884	434,524	93.14%	1,977,605	21.97%
6/30/2004	5,586,920	6,391,734	804,814	87.41%	2,071,889	38.84%
6/30/2003	5,326,194	5,582,090	255,896	95.42%	1,689,493	15.15%
6/30/2002	5,037,451	5,174,956	137,505	97.34%	1,819,267	7.56%
6/30/2001	4,716,018	4,674,653	(41,365)	100.88%	1,647,638	-2.51%
6/30/2000	4,228,600	4,165,359	(63,241)	101.52%	1,304,989	-4.85%
6/30/1999	3,584,854	3,860,293	275,439	92.86%	1,480,425	18.61%
6/30/1998	3,006,645	3,032,463	25,818	99.15%	1,380,343	1.87%

OTHER SUPPLEMENTARY INFORMATION

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**Town of Ashland, Virginia
Capital Projects Fund
Schedule of Revenues, Expenditures, and Changes in Fund Balances - Budget and Actual
For the Year Ended June 30, 2007**

	<u>Budgeted Amounts</u>		<u>Actual Amounts</u>	<u>Variance with Final Budget - Positive (Negative)</u>
	<u>Original</u>	<u>Final</u>		
REVENUES				
Revenue from the use of money and property	\$ 27,463	\$ 27,463	\$ 69,892	\$ 42,429
Recovered costs	-	-	237,310	237,310
Intergovernmental revenues:				
Federal	3,463,318	3,463,318	2,924,497	(538,821)
Total revenues	<u>\$ 3,490,781</u>	<u>\$ 3,490,781</u>	<u>\$ 3,231,699</u>	<u>\$ (259,082)</u>
EXPENDITURES				
Current:				
Capital projects	6,220,804	6,601,304	3,771,095	2,830,209
Total expenditures	<u>6,220,804</u>	<u>6,601,304</u>	<u>3,771,095</u>	<u>2,830,209</u>
Excess (deficiency) of revenues over (under) expenditures	<u>(2,730,023)</u>	<u>(3,110,523)</u>	<u>(539,396)</u>	<u>2,571,127</u>
OTHER FINANCING SOURCES (USES)				
Transfers in	\$ 747,793	\$ 1,128,293	\$ 1,128,293	\$ -
Total other financing sources and uses	<u>\$ 747,793</u>	<u>\$ 1,128,293</u>	<u>\$ 1,128,293</u>	<u>\$ -</u>
Net change in fund balances	(1,982,230)	(1,982,230)	588,897	2,571,127
Fund balances - beginning	1,982,230	1,982,230	2,318,880	336,650
Fund balances - ending	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 2,907,777</u>	<u>\$ 2,907,777</u>

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***DISCRETELY PRESENTED COMPONENT UNIT
ECONOMIC DEVELOPMENT AUTHORITY***

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**Town of Ashland, Virginia
Statement of Net Assets
Discretely Presented Component Unit-Economic Development Authority
June 30, 2007**

ASSETS

Current assets:

Cash and cash equivalents	\$ 140,295
Total assets	<u>\$ 140,295</u>

NET ASSETS

Unrestricted	\$ 140,295
Total net assets	<u><u>\$ 140,295</u></u>

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

Town of Ashland, Virginia
Statement of Revenues, Expenses, and Changes in Fund Net Assets
Discretely Presented Component Unit-Economic Development Authority
For the Year Ended June 30, 2007

OPERATING REVENUES

Charges for services:

Miscellaneous	\$ 14,733
Total operating revenues	\$ 14,733

OPERATING EXPENSES

Other supplies and expenses	\$ 401
Total operating expenses	\$ 401

Operating income (loss)	\$ 14,332
-------------------------	-----------

NONOPERATING REVENUES (EXPENSES)

Investment earnings	\$ 99
Total nonoperating revenues (expenses)	\$ 99

Change in net assets	\$ 14,431
----------------------	-----------

Total net assets - beginning	\$ 125,864
Total net assets - ending	\$ 140,295

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

**Town of Ashland, Virginia
Statement of Cash Flows
Discretely Presented Component Unit-Economic Development Authority
For the Year Ended June 30, 2007**

CASH FLOWS FROM OPERATING ACTIVITIES

Receipts for miscellaneous items	\$ 14,733
Payments for operating activities	<u>(401)</u>
Net cash provided (used by) operating activities	<u>\$ 14,332</u>

CASH FLOWS FROM INVESTING ACTIVITIES

Interest and dividends received	<u>\$ 99</u>
Net cash provided (used) by investing activities	<u>\$ 99</u>

Net increase (decrease) in cash and cash equivalents 14,431

Cash and cash equivalents - beginning - including restricted	125,864
Cash and cash equivalents - ending - including restricted	<u>\$ 140,295</u>

Reconciliation of operating income (loss) to net cash provided by operating activities:

Operating income (loss)	<u>\$ 14,332</u>
Net cash provided (used) by operating activities	<u>\$ 14,332</u>

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

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SUPPORTING SCHEDULES

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Town of Ashland, Virginia
 Schedule of Revenues - Budget and Actual
 Governmental Funds
 For the Year Ended June 30, 2007

Schedule 1
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<u>Fund, Major and Minor Revenue Source</u>	<u>Original Budget</u>	<u>Final Budget</u>	<u>Actual</u>	<u>Variance with Final Budget - Positive (Negative)</u>
General Fund:				
Revenue from local sources:				
General property taxes:				
Real property taxes	\$ 407,190	\$ 407,190	\$ 397,783	\$ (9,407)
Real and personal public service corporation taxes	25,000	25,000	22,096	(2,904)
Personal property taxes	260,000	260,000	288,872	28,872
Mobile home taxes	3,000	3,000	1,965	(1,035)
Machinery and tools taxes	10,000	10,000	9,466	(534)
Penalties	17,000	17,000	18,176	1,176
Interest	13,000	13,000	7,896	(5,104)
Total general property taxes	<u>\$ 735,190</u>	<u>\$ 735,190</u>	<u>\$ 746,254</u>	<u>\$ 11,064</u>
Other local taxes:				
Local sales and use taxes	\$ 440,000	\$ 440,000	\$ 469,870	\$ 29,870
Consumers' utility taxes	295,000	295,000	232,124	(62,876)
Communications taxes	-	-	134,363	134,363
Consumption tax	35,000	35,000	37,719	2,719
Cable television franchise license tax	55,000	55,000	40,870	(14,130)
Business license taxes	464,000	464,000	500,578	36,578
Motor vehicle licenses	120,000	120,000	152,892	32,892
Bank stock taxes	79,000	79,000	147,700	68,700
Hotel and motel room taxes	500,000	500,000	594,716	94,716
Restaurant food taxes	1,700,000	1,700,000	1,750,879	50,879
Total other local taxes	<u>\$ 3,688,000</u>	<u>\$ 3,688,000</u>	<u>\$ 4,061,711</u>	<u>\$ 373,711</u>
Permits, privilege fees, and regulatory licenses:				
Permits and other licenses	\$ 13,200	\$ 13,200	\$ 30,131	\$ 16,931
Total permits, privilege fees, and regulatory licenses	<u>\$ 13,200</u>	<u>\$ 13,200</u>	<u>\$ 30,131</u>	<u>\$ 16,931</u>
Fines and forfeitures:				
Court fines and forfeitures	\$ 26,500	\$ 26,500	\$ 75,421	\$ 48,921
Total fines and forfeitures	<u>\$ 26,500</u>	<u>\$ 26,500</u>	<u>\$ 75,421</u>	<u>\$ 48,921</u>
Revenue from use of money and property:				
Revenue from use of money	\$ 125,000	\$ 125,000	\$ 187,709	\$ 62,709
Revenue from use of property	12,500	12,500	24,865	12,365
Total revenue from use of money and property	<u>\$ 137,500</u>	<u>\$ 137,500</u>	<u>\$ 212,574</u>	<u>\$ 75,074</u>
Charges for services:				
Charges for parks and recreation	\$ 40,000	\$ 40,000	\$ 64,878	\$ 24,878
Total charges for services	<u>\$ 40,000</u>	<u>\$ 40,000</u>	<u>\$ 64,878</u>	<u>\$ 24,878</u>
Miscellaneous revenue:				
Miscellaneous	\$ 4,500	\$ 5,705	\$ 13,684	\$ 7,979
Total miscellaneous revenue	<u>\$ 4,500</u>	<u>\$ 5,705</u>	<u>\$ 13,684</u>	<u>\$ 7,979</u>
Recovered costs:				
Reimbursements from employee deductions	\$ -	\$ -	\$ 63,175	\$ 63,175
Total recovered costs	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 63,175</u>	<u>\$ 63,175</u>
Total revenue from local sources	<u>\$ 4,644,890</u>	<u>\$ 4,646,095</u>	<u>\$ 5,267,828</u>	<u>\$ 621,733</u>

Town of Ashland, Virginia
 Schedule of Revenues - Budget and Actual
 Governmental Funds
 For the Year Ended June 30, 2007

Schedule 1
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<u>Fund, Major and Minor Revenue Source</u>	<u>Original Budget</u>	<u>Final Budget</u>	<u>Actual</u>	<u>Variance with Final Budget - Positive (Negative)</u>
General Fund: (Continued)				
Revenue from the Commonwealth:				
Noncategorical aid:				
ABC profits	\$ 11,000	\$ 11,000	\$ 3,880	\$ (7,120)
Wine taxes	8,000	8,000	4,067	(3,933)
Mobile home titling tax	9,000	9,000	27,206	18,206
Rolling stock tax	8,100	8,100	8,724	624
Auto rental tax	70,000	70,000	71,728	1,728
Personal property tax relief funds	111,774	111,774	112,179	405
Total noncategorical aid	<u>\$ 217,874</u>	<u>\$ 217,874</u>	<u>\$ 227,784</u>	<u>\$ 9,910</u>
Categorical aid:				
Streets and highway maintenance	\$ 1,171,500	\$ 1,171,500	\$ 1,193,583	\$ 22,083
DJCP grants for law enforcement	188,000	188,000	195,660	7,660
Attorney general/Dept. of Law grant	-	-	1,852	1,852
Fire programs	15,000	15,000	16,055	1,055
Community policing grant	-	2,625	2,625	-
Litter control	3,000	3,000	2,752	(248)
Va commission for arts grant	5,000	5,000	-	(5,000)
Local law enforcement block grant	5,000	10,848	5,848	(5,000)
Total categorical aid	<u>\$ 1,387,500</u>	<u>\$ 1,395,973</u>	<u>\$ 1,418,375</u>	<u>\$ 22,402</u>
Total revenue from the Commonwealth	<u>\$ 1,605,374</u>	<u>\$ 1,613,847</u>	<u>\$ 1,646,159</u>	<u>\$ 32,312</u>
Revenue from the federal government:				
Other categorical aid:				
Homeland security	\$ -	\$ 2,161	\$ 2,161	\$ -
Bulletproof vest grant	-	-	2,040	2,040
Transportation safety	2,000	5,989	8,836	2,847
Total other categorical aid	<u>\$ 2,000</u>	<u>\$ 8,150</u>	<u>\$ 13,037</u>	<u>\$ 4,887</u>
Total categorical aid	<u>\$ 2,000</u>	<u>\$ 8,150</u>	<u>\$ 13,037</u>	<u>\$ 4,887</u>
Total revenue from the federal government	<u>\$ 2,000</u>	<u>\$ 8,150</u>	<u>\$ 13,037</u>	<u>\$ 4,887</u>
Total General Fund	<u>\$ 6,252,264</u>	<u>\$ 6,268,092</u>	<u>\$ 6,927,024</u>	<u>\$ 658,932</u>
Capital Projects Fund:				
Revenue from local sources:				
Revenue from use of money and property:				
Revenue from the use of money	\$ 27,463	\$ 27,463	\$ 69,892	\$ 42,429
Total revenue from use of money and property	<u>\$ 27,463</u>	<u>\$ 27,463</u>	<u>\$ 69,892</u>	<u>\$ 42,429</u>
Recovered costs:				
Hanover County	\$ -	\$ -	\$ 188,510	\$ 188,510
Other recovered costs	-	-	48,800	48,800
Total recovered costs	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 237,310</u>	<u>\$ 237,310</u>
Total revenue from local sources	<u>\$ 27,463</u>	<u>\$ 27,463</u>	<u>\$ 307,202</u>	<u>\$ 279,739</u>

Town of Ashland, Virginia
 Schedule of Revenues - Budget and Actual
 Governmental Funds
 For the Year Ended June 30, 2007

<u>Fund, Major and Minor Revenue Source</u>	<u>Original Budget</u>	<u>Final Budget</u>	<u>Actual</u>	<u>Variance with Final Budget - Positive (Negative)</u>
Capital Projects Fund: (Continued)				
Revenue from the federal government:				
Categorical aid:				
Istea grant	\$ 3,463,318	\$ 3,463,318	\$ 2,924,497	\$ (538,821)
Total categorical aid	<u>\$ 3,463,318</u>	<u>\$ 3,463,318</u>	<u>\$ 2,924,497</u>	<u>\$ (538,821)</u>
Total revenue from the federal government	<u>\$ 3,463,318</u>	<u>\$ 3,463,318</u>	<u>\$ 2,924,497</u>	<u>\$ (538,821)</u>
Total Capital Projects Fund	<u>\$ 3,490,781</u>	<u>\$ 3,490,781</u>	<u>\$ 3,231,699</u>	<u>\$ (259,082)</u>
Grand Total Revenues -- Primary Government	<u>\$ 9,743,045</u>	<u>\$ 9,758,873</u>	<u>\$ 10,158,723</u>	<u>\$ 399,850</u>

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Town of Ashland, Virginia
 Schedule of Expenditures - Budget and Actual
 Governmental Funds
 For the Year Ended June 30, 2007

Schedule 2
 Page 1 of 2

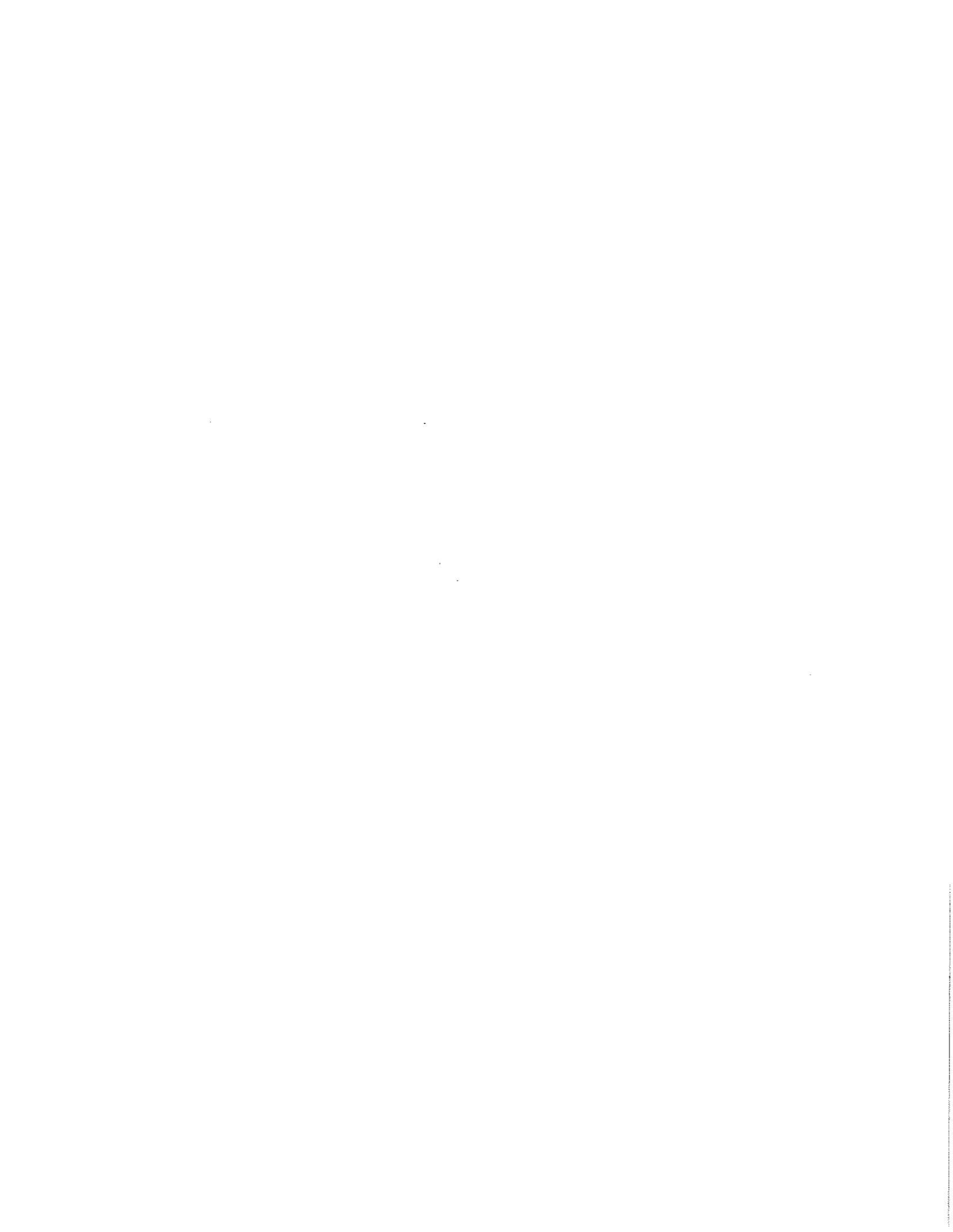
<u>Fund, Major and Minor Expenditure Source</u>	<u>Original Budget</u>	<u>Final Budget</u>	<u>Actual</u>	<u>Variance with Final Budget - Positive (Negative)</u>
General Fund:				
General government administration:				
Legislative:				
Town Council	\$ 43,467	\$ 43,467	\$ 40,355	\$ 3,112
General and financial administration:				
Town Manager	\$ 493,431	\$ 667,665	\$ 670,394	\$ (2,729)
Tourism	155,551	155,551	140,334	15,217
Treasurer	233,384	233,384	251,890	(18,506)
Information Technology	57,100	57,100	55,175	1,925
Total general and financial administration	<u>\$ 939,466</u>	<u>\$ 1,113,700</u>	<u>\$ 1,117,793</u>	<u>\$ (4,093)</u>
Public safety:				
Law enforcement and traffic control:				
Police	\$ 1,929,735	\$ 2,037,733	\$ 2,173,648	\$ (135,915)
Total law enforcement and traffic control	<u>\$ 1,929,735</u>	<u>\$ 2,037,733</u>	<u>\$ 2,173,648</u>	<u>\$ (135,915)</u>
Fire and rescue services:				
Fire department	\$ 43,000	\$ 43,000	\$ 45,200	\$ (2,200)
Ambulance and rescue services	10,000	10,000	20,000	(10,000)
Total fire and rescue services	<u>\$ 53,000</u>	<u>\$ 53,000</u>	<u>\$ 65,200</u>	<u>\$ (12,200)</u>
Total public safety	<u>\$ 1,982,735</u>	<u>\$ 2,090,733</u>	<u>\$ 2,238,848</u>	<u>\$ (148,115)</u>
Public works:				
Maintenance of highways, streets, bridges and sidewalks:				
Engineering/Administration	\$ 507,736	\$ 507,736	\$ 461,439	\$ 46,297
Street maintenance	1,179,934	1,179,934	1,335,344	(155,410)
Storm drainage	60,000	60,000	10,013	49,987
Snow and ice removal	54,000	54,000	7,246	46,754
Traffic engineering	83,500	83,500	43,269	40,231
Streetlights	45,000	45,000	34,051	10,949
Total maintenance of highways, streets, bridges & sidewalks	<u>\$ 1,930,170</u>	<u>\$ 1,930,170</u>	<u>\$ 1,891,362</u>	<u>\$ 38,808</u>
Sanitation and waste removal:				
Refuse collection and disposal	\$ 296,500	\$ 296,500	\$ 261,459	\$ 35,041
Total sanitation and waste removal	<u>\$ 296,500</u>	<u>\$ 296,500</u>	<u>\$ 261,459</u>	<u>\$ 35,041</u>
Maintenance of general buildings and grounds:				
General properties	\$ 186,326	\$ 186,326	\$ 164,568	\$ 21,758
Total maintenance of general buildings and grounds	<u>\$ 186,326</u>	<u>\$ 186,326</u>	<u>\$ 164,568</u>	<u>\$ 21,758</u>
Vehicle Maintenance				
	<u>\$ 129,895</u>	<u>\$ 129,895</u>	<u>\$ 130,450</u>	<u>\$ (555)</u>
Total public works	<u>\$ 2,542,891</u>	<u>\$ 2,542,891</u>	<u>\$ 2,447,839</u>	<u>\$ 95,052</u>

Town of Ashland, Virginia
 Schedule of Expenditures - Budget and Actual
 Governmental Funds
 For the Year Ended June 30, 2007

Schedule 2
 Page 2 of 2

<u>Fund, Major and Minor Expenditure Source</u>	<u>Original Budget</u>	<u>Final Budget</u>	<u>Actual</u>	<u>Variance with Final Budget - Positive (Negative)</u>
General Fund:(Continued)				
Parks, recreation, and cultural:				
Parks and recreation:				
Supervision of parks and recreation	\$ 168,389	\$ 168,389	\$ 172,933	\$ (4,544)
Total parks and recreation	<u>\$ 168,389</u>	<u>\$ 168,389</u>	<u>\$ 172,933</u>	<u>\$ (4,544)</u>
Total parks, recreation, and cultural	<u>\$ 168,389</u>	<u>\$ 168,389</u>	<u>\$ 172,933</u>	<u>\$ (4,544)</u>
Community development:				
Planning and community development:				
Planning and zoning	\$ 386,678	\$ 386,678	\$ 344,290	\$ 42,388
Economic development	134,068	134,068	116,193	17,875
Total planning and community development	<u>\$ 520,746</u>	<u>\$ 520,746</u>	<u>\$ 460,483</u>	<u>\$ 60,263</u>
Debt service:				
Principal retirement				
Interest and other fiscal charges	\$ 34,111	\$ 34,111	\$ 34,111	\$ -
Total debt service	<u>\$ 41,093</u>	<u>\$ 41,093</u>	<u>\$ 41,093</u>	<u>\$ -</u>
Total General Fund	<u>\$ 6,238,787</u>	<u>\$ 6,521,019</u>	<u>\$ 6,519,344</u>	<u>\$ 1,675</u>
Capital Projects Fund:				
Capital projects expenditures:				
Town Hall improvements	\$ 39,487	\$ 340,237	\$ 301,546	\$ 38,691
Public works-streets	4,867,260	4,867,260	3,188,796	1,678,464
Storm water management	104,530	104,530	-	104,530
Vehicle maintenance	237,832	237,832	132,649	105,183
Parks and recreation	320,572	400,322	112,054	288,268
Economic development	479,924	479,924	36,050	443,874
Contingencies	171,199	171,199	-	171,199
Total capital projects	<u>\$ 6,220,804</u>	<u>\$ 6,601,304</u>	<u>\$ 3,771,095</u>	<u>\$ 2,830,209</u>
Total Capital Projects Fund	<u>\$ 6,220,804</u>	<u>\$ 6,601,304</u>	<u>\$ 3,771,095</u>	<u>\$ 2,830,209</u>
Total Primary Government	<u>\$ 12,459,591</u>	<u>\$ 13,122,323</u>	<u>\$ 10,290,439</u>	<u>\$ 2,831,884</u>

**STATISTICAL
SECTION**



STATISTICAL SECTION

Contents

Tables

Financial Trends:

These tables contain trend information to help the reader understand how the Town's financial performance and well being have changed over time

1 - 4

Revenue Capacity:

These tables contain information to help the reader assess the factors affecting the Town's ability to generate its property and sales taxes

5 - 8

Debt Capacity:

These tables present information to help the reader assess the affordability of the Town's current levels of outstanding debt and the Town's ability to issue debt in the future

9 - 12

Demographic and Economic Information:

This table offers demographic and economic indicators to help the reader understand the environment within which the Town's financial activities take place and to help make comparisons over time and with other governments

13

Operating Information:

These tables contain information about the Town's operations and resources to help the reader understand how the Town's financial information related to the services the County provides and the activities it performs

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Sources: Unless otherwise noted, the information in these tables is derived from the comprehensive annual financial report for the relevant year. The County implemented GASB Statement 34 in the fiscal year 2004; schedules presenting government-wide information include information beginning in that year.

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Table 1

Town of Ashland, Virginia

Net Assets by Component
 Last Four Fiscal Years (1)
 (accrual basis of accounting)

	Fiscal Year			
	2004	2005	2006	2007
Governmental activities				
Invested in capital assets, net of related debt	\$ 10,435,633	\$ 10,936,147	\$ 12,078,320	\$ 15,626,765
Restricted	1,614,547	1,656,212	2,318,880	2,907,777
Unrestricted	3,765,068	4,122,711	4,506,800	3,851,573
Total governmental activities net assets	<u>\$ 15,815,248</u>	<u>\$ 16,715,070</u>	<u>\$ 18,904,000</u>	<u>\$ 22,386,115</u>

(1) Accrual basis financial information for the Town as a whole is only available back to 2004, the year GASB 34 was implemented.

Table 2

Town of Ashland, Virginia

Changes in Net Assets
Last Four Fiscal Years (1)
(accrual basis of accounting)

	Fiscal Year			
	2004	2005	2006	2007
Expenses				
Governmental activities:				
General government	\$ 590,022	\$ 648,828	\$ 703,671	\$ 822,305
Public safety	1,691,700	1,823,269	1,854,281	2,225,167
Public works	1,411,090	2,386,112	2,289,263	2,703,070
Parks, recreation and cultural	122,850	133,377	239,301	225,253
Community development	496,957	481,643	530,371	472,345
Interest on long-term debt	14,176	8,796	7,552	6,575
Total governmental activities expenses	\$ 4,326,795	\$ 5,482,025	\$ 5,624,439	\$ 6,454,715
Total primary government expenses	\$ 4,326,795	\$ 5,482,025	\$ 5,624,439	\$ 6,454,715
Program Revenues				
Governmental activities:				
Charges for services:				
Public safety	\$ 67,690	\$ 25,747	\$ 35,321	\$ 105,552
Public works	-	23,250	10,970	-
Parks, recreation and cultural	51,267	54,101	59,464	64,878
Operating grants and contributions	1,491,777	1,638,609	2,565,640	1,431,412
Capital grants and contributions	565,035	22,798	-	2,924,497
Total governmental activities program revenues	\$ 2,175,769	\$ 1,764,505	\$ 2,671,395	\$ 4,526,339
Total primary government program revenues	\$ 2,175,769	\$ 1,764,505	\$ 2,671,395	\$ 4,526,339
Net (Expense) / Revenue				
Governmental activities	\$ (2,151,026)	\$ (3,717,520)	\$ (2,953,044)	\$ (1,928,376)
Total primary government net expense	\$ (2,151,026)	\$ (3,717,520)	\$ (2,953,044)	\$ (1,928,376)
General Revenues and Other Changes in Net Assets				
Governmental activities:				
Taxes:				
Property taxes	\$ 700,846	\$ 664,271	\$ 674,320	\$ 824,846
Local sales and use taxes	359,046	417,411	440,046	469,870
Business licenses taxes	293,386	437,781	531,374	500,578
Hotel and motel room taxes	522,563	494,132	581,342	594,716
Restaurant food taxes	1,205,899	1,585,208	1,740,219	1,750,879
Other local taxes	680,385	868,445	987,307	745,668
Unrestricted revenues from use of money and property	60,018	93,786	217,810	282,466
Miscellaneous	116,839	38,097	(8,845)	13,684
Unrestricted grants and contributions	204,327	217,038	218,466	227,784
Gain (loss) on disposal of capital assets	-	(5,280)	-	-
Total governmental activities	\$ 4,143,309	\$ 4,810,889	\$ 5,382,039	\$ 5,410,491
Total primary government	\$ 4,143,309	\$ 4,810,889	\$ 5,382,039	\$ 5,410,491
Change in Net Assets:				
Governmental activities	\$ 1,992,283	\$ 1,093,369	\$ 2,428,995	\$ 3,482,115
Total primary government	\$ 1,992,283	\$ 1,093,369	\$ 2,428,995	\$ 3,482,115

(1) Accrual basis financial information for the Town as a whole is only available back to 2004, the year GASB 34 was implemented.

Town of Ashland, Virginia
Fund Balances of Governmental Funds
Last Five Fiscal Years (1)
(modified accrual basis of accounting)

	<u>2003</u>	<u>2004</u>	<u>2005</u>	<u>2006</u>	<u>2007</u>
General Fund Unreserved	<u>\$ 3,636,499</u>	<u>\$ 3,949,013</u>	<u>\$ 4,290,267</u>	<u>\$ 4,664,398</u>	<u>\$ 3,943,785</u>
Total general fund	<u><u>\$ 3,636,499</u></u>	<u><u>\$ 3,949,013</u></u>	<u><u>\$ 4,290,267</u></u>	<u><u>\$ 4,664,398</u></u>	<u><u>\$ 3,943,785</u></u>
All other governmental funds Reserved	<u>\$ 2,878,084</u>	<u>\$ 1,614,547</u>	<u>\$ 1,656,212</u>	<u>\$ 2,318,880</u>	<u>\$ 2,907,777</u>
Total all other governmental funds	<u><u>\$ 2,878,084</u></u>	<u><u>\$ 1,614,547</u></u>	<u><u>\$ 1,656,212</u></u>	<u><u>\$ 2,318,880</u></u>	<u><u>\$ 2,907,777</u></u>

(1) Information is only available for last five years.

Town of Ashland, Virginia

Changes in Fund Balances of Governmental Funds
Last Five Fiscal Years (1)
(modified accrual basis of accounting)

	2003	2004	2005	2006	2007
Revenues					
General property taxes	704,484	703,906	642,808	655,553	746,254
Other local taxes	2,676,748	3,061,279	3,609,430	4,040,223	4,061,711
Permits, privilege fees and regulatory licenses	464,125	34,805	23,250	10,970	30,131
Fines and forfeitures	34,944	32,885	25,747	35,321	75,421
Revenue from use of money and property	89,344	60,018	93,785	217,810	282,466
Charges for services	50,561	51,267	54,101	59,464	64,878
Miscellaneous	486	116,839	38,097	(8,845)	13,684
Recovered costs	1,133,053	138,164	26,106	617,957	300,485
Intergovernmental:					
Local	-	402,500	-	-	-
Commonwealth	3,195,159	1,498,404	1,581,375	1,578,683	1,646,159
Federal	10,025	360,235	297,070	1,205,423	2,937,534
Total revenues	8,358,929	6,460,302	6,391,769	8,412,559	10,158,723
Expenditures					
General government administration	746,589	631,586	634,925	721,080	1,158,148
Public safety	1,578,814	1,688,311	1,793,993	1,798,840	2,238,848
Public works	1,474,805	1,828,199	2,109,254	2,208,547	2,447,839
Parks, recreation and cultural	61,691	80,134	82,707	181,026	172,933
Community development	440,402	543,920	477,828	521,458	460,483
Capital projects	1,846,011	2,380,005	721,860	1,728,983	3,771,095
Debt service:					
Principal	790,000	169,578	177,375	175,000	34,111
Interest and other fiscal charges	221,553	89,592	10,910	40,827	6,982
Total expenditures	7,159,865	7,411,325	6,008,852	7,375,761	10,290,439
Excess of revenues over (under) expenditures	1,199,064	(951,023)	382,917	1,036,798	(131,716)
Other financing sources (uses)					
Transfers in	935,000	482,557	415,000	755,000	1,128,293
Transfers out	(935,000)	(482,557)	(415,000)	(755,000)	(1,128,293)
Refunding bonds issued	2,470,000	-	-	-	-
Payments to refunded bond escrow agent	(2,390,000)	-	-	-	-
Total other financing sources (uses)	80,000	-	-	-	-
Net change in fund balances	1,279,064	(951,023)	382,917	1,036,798	(131,716)
Debt service as a percentage of noncapital expenditures	19.04%	5.15%	3.56%	3.82%	0.67%

(1) Information is only available for last five years.

Table 5

Town of Ashland, Virginia

Assessed Value and Estimated Actual Value of Taxable Property
Last Ten Fiscal Years

Fiscal Year	Real Estate	Personal Property	Mobile Homes (1)	Machinery and Tools	Public Service	Total Taxable Assessed Value	Estimated Actual Taxable Value	Assessed Value as a Percentage of Actual Value	Total Direct Tax Rate
2007	576,583,100	52,822,578	3,556,555	1,233,445	30,626,722	664,822,400	664,822,400	100.00%	0.84
2006	499,097,100	51,403,965	2,960,580	1,031,000	31,147,403	585,640,048	585,640,048	100.00%	0.84
2005	463,076,000	58,525,770	3,572,280	1,016,205	37,271,972	563,462,227	563,462,227	100.00%	0.84
2004	444,918,100	47,652,805	-	1,865,505	38,386,149	532,822,559	532,822,559	100.00%	0.86
2003	414,207,367	46,960,148	-	1,867,475	37,058,405	500,093,395	500,093,395	100.00%	0.86
2002	393,332,700	45,181,470	-	1,447,765	38,465,830	478,427,765	478,427,765	100.00%	0.86
2001	356,169,200	42,517,650	-	1,179,210	32,945,978	432,812,038	432,812,038	100.00%	0.87
2000	341,966,200	39,131,388	-	1,127,135	33,684,037	415,908,760	415,908,760	100.00%	0.87
1999	320,986,500	37,851,080	-	1,041,355	33,538,507	393,417,442	393,417,442	100.00%	0.87
1998	307,543,200	35,639,990	-	939,065	41,681,517	385,803,772	385,803,772	100.00%	0.87

(1) Mobile Homes assessed values are included with Personal Property assessed values prior to fiscal year 2005.

Source: Commissioner of Revenue

Town of Ashland, Virginia

Property Tax Rates (1)
Direct and Overlapping Governments
Last Ten Fiscal Years

Fiscal Years	Direct Rates					Overlapping Rates County of Hanover				
	Real Estate	Personal Property	Mobile Homes	Machinery and Tools	Real Estate	Personal Property	Mobile Homes	Machinery and Tools	Merchants' Capital	
2007	\$ 0.07	\$ 0.77	\$ 0.07	\$ 0.77	\$ 0.81	\$ 3.57	\$ 0.81	\$ 3.57	\$ 1.90	
2006	0.07	0.77	0.07	0.77	0.86	3.64	0.86	3.64	1.90	
2005	0.07	0.77	0.07	0.77	0.86	3.64	0.86	3.64	1.90	
2004	0.09	0.77	0.09	0.77	0.86	3.64	0.86	3.64	1.90	
2003	0.09	0.77	0.09	0.77	0.82	3.64	0.82	3.64	1.90	
2002	0.09	0.77	0.09	0.77	0.82	3.64	0.82	3.64	1.90	
2001	0.10	0.77	0.10	0.77	0.82	3.64	0.82	3.64	1.90	
2000	0.10	0.77	0.10	0.77	0.83	3.64	0.83	3.64	1.90	
1999	0.10	0.77	0.10	0.77	0.73	3.64	0.73	3.64	1.90	
1998	0.10	0.77	0.10	0.77	0.73	3.64	0.73	3.64	1.90	

(1) Per \$100 of assessed value

Table 7

Town of Ashland, Virginia

Principal Property Taxpayers
Current Year and the Period Nine Years Prior

Taxpayer	Type Business	Fiscal Year 2006		Fiscal Year 2007		Fiscal Year 1998*	
		Assessed Valuation	% of Total Assessed Valuation	Assessed Valuation	% of Total Assessed Valuation	Assessed Valuation	% of Total Assessed Valuation
Verizon Virginia	Utility	13,714,069	2.26%	-	-	-	0.00%
Ashland Hanover LLC	Shopping Center	10,630,000	1.75%	-	-	-	0.00%
Ashland Town Square-REO	Apartments	9,029,700	1.49%	-	-	-	0.00%
Virginia Electric & Power	Utility	8,790,712	1.45%	-	-	-	0.00%
Landmark Company of Virginia Inc	Commercial	9,908,400	1.63%	-	-	-	0.00%
Ashland Junction LLC	Shopping Center	8,203,600	1.35%	-	-	-	0.00%
Sedgefield Mobile Associates LP	Mobile Home Community	7,518,600	1.24%	-	-	-	0.00%
Wal-mart Real Estate Bus. Trust	Shopping Center	9,356,600	1.54%	-	-	-	0.00%
Shreeji Swami Hospitality LLC	Hotel	4,927,200	0.81%	-	-	-	0.00%
Quality Inn & Suites	Motel	4,399,100	0.72%	-	-	-	0.00%
Ashland Group Limited Partnership	Shopping Center	1,883,500	0.31%	-	-	-	0.00%
Liberty Property Limited Partnership	Commercial	4,861,800	0.80%	-	-	-	0.00%
TA Operating Corporation	Commercial	5,137,700	0.85%	-	-	-	0.00%
		<u>98,360,981</u>	<u>16.20%</u>				<u>9.70%</u>

Source: Commissioner of Revenue

* To be updated by Client

Table 8

Town of Ashland, Virginia

Property Tax Levies and Collections
Last Ten Fiscal Years

Fiscal Year	Total Tax Levy for Fiscal Year	Collected within the Fiscal Year of the Levy		Collections in Subsequent Years	Total Collections to Date	
		Amount	Percentage of Levy		Amount	Percentage of Levy
2007	\$ 841,920	\$ 832,168	98.84%	n/a	\$ 832,168	98.84%
2006	757,267	731,879	96.65%	9,353	741,232	97.88%
2005	751,446	715,144	95.17%	3,377	718,521	95.62%
2004	779,925	764,201	97.98%	14,315	778,516	99.82%
2003	756,148	739,987	97.86%	23,211	763,198	100.93%
2002	720,145	614,168	85.28%	84,046	698,214	96.95%
2001	694,926	658,905	94.82%	30,191	689,096	99.16%
2000	647,747	628,059	96.96%	25,009	653,068	100.82%
1999	632,107	590,357	93.40%	26,103	616,460	97.52%
1998	596,083	579,825	97.27%	35,794	615,619	103.28%

Source: Commissioner of Revenue, County Treasurer's office

Table 9

Town of Ashland, Virginia

**Ratios of Outstanding Debt by Type
Last Ten Fiscal Years**

Fiscal Years	Governmental Activities		Percentage of Personal Income (1)	Per Capita (1)
	General Obligation Bonds	Total Primary Government		
2007	\$ 227,078	\$ 227,078	0.20%	34
2006	261,189	261,189	0.23%	39
2005	295,300	295,300	0.26%	45
2004	472,675	472,675	0.42%	71
2003	642,253	642,253	0.57%	97
2002	4,005,000	4,005,000	3.57%	605
2001	4,755,000	4,755,000	5.89%	718
2000	5,475,000	5,475,000	6.78%	740
1999	6,165,000	6,165,000	7.64%	979
1998	6,800,000	6,800,000	8.42%	1,079

Note: Details regarding the Town's outstanding debt can be found in the notes to the financial statements.

(1) See the Schedule of Demographic and Economic Statistics - Table 13

Town of Ashland, Virginia

Ratio of Net General Bonded Debt to
Assessed Value and Net Bonded Debt Per Capita
Last Ten Fiscal Years

Fiscal Year	Gross Bonded Debt	Less: Debt Payable by County of Hanover	Net Bonded Debt (3)	Ratio of Net General Obligation Debt to Assessed Value (2)	Net Bonded Debt per Capita (1)
2007	1,165,000	937,922	227,078	0.03%	34.31
2006	1,340,000	1,078,811	261,189	0.04%	39.46
2005	1,515,000	1,219,700	295,300	0.05%	44.61
2004	2,425,000	1,952,325	472,675	0.09%	71.41
2003	3,295,000	2,652,747	642,253	0.13%	97.03
2002	4,005,000	-	4,005,000	0.84%	605.08
2001	4,755,000	-	4,755,000	1.10%	718.39
2000	5,475,000	-	5,475,000	1.32%	740.47
1999	6,165,000	-	6,165,000	1.57%	978.57
1998	6,800,000	-	6,800,000	1.76%	1,079.37

(1) Population data can be found in the Schedule of Demographic and Economic Statistics - Table 13

(2) See the Schedule of Assessed Value and Estimated Actual Value of Taxable Property - Table 5

(3) Includes all long-term general obligation bonded debt, Literary Fund Loans, excludes revenue bonds, capital leases, and compensated absences.

Table 11

Town of Ashland, Virginia

Direct and Overlapping Governmental Activities Debt
As of June 30, 2007

Governmental Unit	Debt Outstanding	Estimated Percentage Applicable (1)	Estimated Share of Overlapping Debt
Debt repaid with property taxes: Town of Ashland	227,078	100.00%	<u>227,078</u>
Subtotal, overlapping debt			
County of Hanover, direct debt	145,289,284	6.82%	<u>9,908,729</u>
Total direct and overlapping debt			<u><u>9,908,729</u></u>

(1) Based on 2004 assessed valuations.

Town of Ashland, Virginia

Legal Debt Margin Information
Last Ten Fiscal Years

	Fiscal Year									
	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007
Debt limit (10% of total assessed value)	38,580,377	39,341,744	41,590,876	43,281,204	47,842,777	50,009,340	53,282,256	56,346,223	58,564,005	60,711,589
Total net debt applicable to limit	6,800,000	6,165,000	5,475,000	4,755,000	4,005,000	642,253	472,675	295,300	261,189	227,078
Legal debt margin	<u>31,780,377</u>	<u>33,176,744</u>	<u>36,115,876</u>	<u>38,526,204</u>	<u>43,837,777</u>	<u>49,367,087</u>	<u>52,809,581</u>	<u>56,050,923</u>	<u>58,302,816</u>	<u>60,484,511</u>
Total net debt applicable to the limit as a percentage of debt limit	17.63%	15.67%	13.16%	10.99%	8.37%	1.28%	0.89%	0.52%	0.45%	0.37%

Legal Debt Margin Calculation for Fiscal Year 2007

Total assessed value	607,115,888
Debt limit (10% of total assessed value)	60,711,589
Net debt applicable to limit	<u>227,078</u>
Legal debt margin	<u>60,484,511</u>

Table 13

Town of Ashland, Virginia

Demographic and Economic Statistics
Last Ten Fiscal Years

Fiscal Year	Population (1)	Personal Income (2)	Per Capita Personal Income (3)	Median Age (4)	County of Hanover	
					School Enrollment (5)	Unemployment Rate (6)
2007	6,619	\$ 112,072,908	\$ 16,932	37.4	19,768	2.43%
2006	6,619	112,072,908	16,932	37.4	18,518	2.48%
2005	6,619	112,072,908	16,932	37.4	18,262	2.73%
2004	6,619	112,072,908	16,932	37.4	18,040	2.60%
2003	6,619	112,072,908	16,932	34.5	17,541	2.70%
2002	6,619	112,072,908	16,932	34.5	17,167	3.00%
2001	6,619	80,725,324	12,196	34.5	16,683	1.30%
2000	7,394	80,725,324	10,918	34.5	16,310	1.50%
1999	6,300	80,725,324	12,814	34.5	15,817	1.70%
1998	6,300	80,725,324	12,814	34.5	15,236	2.20%

(1) 2000-2005 U. S. Census Bureau 1996-2000 Town of Ashland estimate.

(2) Computation of per capita personal income multiplied by population.

(3) Weldon Cooper Center.

(4) 1996-2002 Hanover County planning department estimates; 2003-2005 U. S. Census Bureau.

(5) Hanover County School Board.

(6) Virginia Employment Commission.

Table 14

Town of Ashland, Virginia

Principal Employers
Current Year and Nine Years Ago

Employer	Fiscal Year 2007			Fiscal Year 1998		
	Employees	Rank	% of Total Town Employment	Employees	Rank	% of Total Town Employment

Principal employer information not available for the Town of Ashland, Virginia, as all information is combined with the County of Hanover.

Town of Ashland, Virginia

Full-time Equivalent Town Government Employees by Function
Last Ten Fiscal Years

Function	Fiscal Year									
	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007
General government	6	10	12	11	11	11	13	8	8	8
Public safety										
Police department	25	24	24	24	24	24	26	27	28	25
Public works										
Maintenance department	20	17	20	21	21	18	24	24	24	25
Community development										
Planning	2	2	2	3	3	4	6	6	6	6
Totals	53	53	58	59	59	57	69	65	66	64

Source: Individual town departments

Table 16

Town of Ashland, Virginia

Operating Indicators by Function
Last Ten Fiscal Years

Function	Fiscal Year									
	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007
Public safety										
Building inspections:										
Permits issued	96	97	186	103	117	101	81	109	97	87

Source: Individual town department

Table 17

Town of Ashland, Virginia

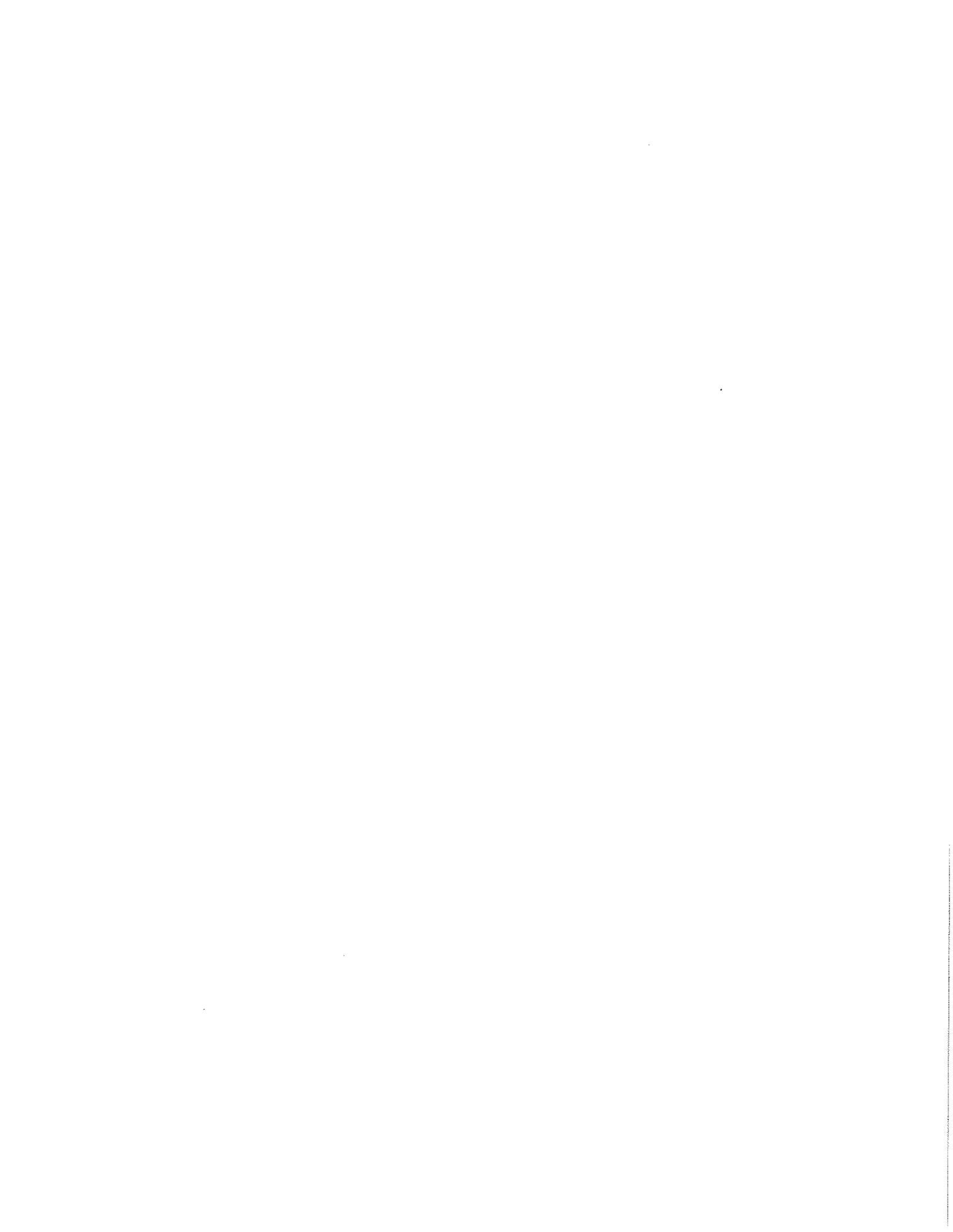
Capital Asset Statistics by Function
Last Ten Fiscal Years

Function	Fiscal Year									
	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007
General government										
Vehicles	3	4	4	4	4	5	6	6	6	8
Public safety										
Police department:										
Patrol units	18	20	21	21	21	21	21	21	21	22
Other vehicles	2	2	2	2	2	2	2	2	2	2
Public works										
General maintenance:										
Trucks/vehicles	29	21	22	23	22	22	21	21	20	21
Equipment	53	50	50	53	60	71	82	90	98	78
Culture and recreation										
Parks and recreation:										
Parks acreage	20.22	21.92	21.92	21.92	21.92	21.92	23.00	23.22	23.22	23.22
Swimming pools	1	1	1	1	1	1	1	1	1	1

Source: Individual town departments

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**COMPLIANCE
SECTION**



ROBINSON, FARMER, COX ASSOCIATES

CERTIFIED PUBLIC ACCOUNTANTS

A PROFESSIONAL LIMITED LIABILITY COMPANY

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 Town Council
Town of Ashland
Ashland, Virginia

We have audited the financial statements of the governmental activities, the aggregate discretely presented component-unit, each major fund, and the aggregate remaining fund information of the Town of Ashland, Virginia, as of and for the year ended June 30, 2007, which collectively comprise the Town of Ashland, Virginia's basic financial statements and have issued our report thereon dated December 17, 2007. We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the Standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States.

Internal Control Over Financial Reporting

In planning and performing our audit, we considered the Town of Ashland, Virginia's internal control over financial reporting as a basis for designing our auditing procedures for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Town of Ashland, Virginia's internal control over financial reporting. Accordingly, we do not express an opinion on the effectiveness of the Town of Ashland, Virginia's internal control over financial reporting.

A control deficiency 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 misstatements on a timely basis. A significant deficiency is a control deficiency, or combination of control deficiencies, that adversely affects the Town of Ashland, Virginia's ability to initiate, authorize, record, process, or report financial data reliably in accordance with generally accepted accounting principles such that there is more than a remote likelihood that a misstatement of the Town of Ashland, Virginia's financial statements that is more than inconsequential will not be prevented or detected by the Town of Ashland, Virginia's internal control.

A material weakness is a significant deficiency, or combination of significant deficiencies, that results in more than a remote likelihood that a material misstatement of the financial statements will not be prevented or detected by the Town of Ashland, Virginia's internal control.

Our consideration of internal control over financial reporting was for the limited purpose described in the first paragraph of this section and would not necessarily identify all deficiencies in internal control that might be significant deficiencies or material weaknesses. We did not identify any deficiencies in internal control over financial reporting that we consider to be material weaknesses, as defined above.

Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Town of Ashland, Virginia's financial statements are free of 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*.

We noted other matters involving the internal control and its operation that we have reported to management of the Town of Ashland, Virginia.

This report is intended solely for the information and use of the Town Council, others within the Town of Ashland, Virginia, and is not intended to be and should not be used by anyone other than these specified parties.

Robynn Furr Cox Accountants

Richmond, Virginia
December 17, 2007

ROBINSON, FARMER, COX ASSOCIATES

CERTIFIED PUBLIC ACCOUNTANTS

A PROFESSIONAL LIMITED LIABILITY COMPANY

Report on Compliance with Requirements Applicable to Each Major Program and on Internal Control over Compliance in Accordance with OMB Circular A-133

To The Honorable Members of the Town Council
Town of Ashland
Ashland, Virginia

Compliance

We have audited the compliance of the Town of Ashland, Virginia with the types of compliance requirements described in the U.S. Office of Management and Budget (OMB) *Circular A-133 Compliance Supplement* that are applicable to each of its major federal programs for the year ended June 30, 2007. The Town of Ashland, Virginia's major federal programs are identified in the summary of auditor's results section of the accompanying schedule of findings and questioned costs. Compliance with the requirements of laws, regulations, contracts, and grants applicable to each of its major federal programs is the responsibility of the Town of Ashland, Virginia's management. Our responsibility is to express an opinion on the Town of Ashland, Virginia's compliance based on our audit.

We conducted our audit of compliance 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 OMB Circular A-133, Audits of States, Local Governments, and Non-Profit Organizations. Those standards and OMB Circular A-133 require that we plan and perform the audit to obtain reasonable assurance about whether noncompliance with the types of compliance requirements referred to above that could have a direct and material effect on a major federal program occurred. An audit includes examining, on a test basis, evidence about the Town of Ashland, Virginia's compliance with those requirements and performing such other procedures, as we considered necessary in the circumstances. We believe that our audit provides a reasonable basis for our opinion. Our audit does not provide a legal determination of the Town of Ashland, Virginia's compliance with those requirements.

In our opinion, the Town of Ashland, Virginia complied, in all material respects, with the requirements referred to above that are applicable to each of its major federal programs for the year ended June 30, 2007.

Internal Control Over Compliance

The management of the Town of Ashland, Virginia is responsible for establishing and maintaining effective internal control over compliance with the requirements of laws, regulations, contracts, and grants applicable to federal programs. In planning and performing our audit, we considered the Town of Ashland, Virginia's internal control over compliance with the requirements that could have a direct and material effect on a major federal program in order to determine our auditing procedures for the purpose of expressing our opinion on compliance, but not for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, we do not express an opinion on the effectiveness of the Town of Ashland, Virginia's internal control over compliance.

A control deficiency in an entity's internal control over compliance 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 noncompliance with a type of compliance requirement of a federal program on a timely basis. A significant deficiency is a control deficiency, or combination of control deficiencies, that adversely affects the Town of Ashland, Virginia's ability to administer a federal program such that there is more than a remote likelihood that noncompliance with a type of compliance requirement of a federal program that is more than inconsequential will not be prevented or detected by the Town of Ashland, Virginia's internal control.

A material weakness is a significant deficiency, or combination of significant deficiencies, that results in more than a remote likelihood that material noncompliance with a type of compliance requirement of a federal program will not be prevented or detected by the Town of Ashland, Virginia's internal control.

Our consideration of internal control over compliance was for the limited purpose described in the first paragraph of this section and would not necessarily identify all deficiencies in internal control that might be significant deficiencies or material weaknesses. We did not identify any deficiencies in internal control over compliance that we consider to be material weaknesses, as defined above.

This report is intended solely for the information and use of the Town Council, management and federal awarding agencies and pass-through entities and is not intended to be and should not be used by anyone other than these specified parties.

Robyn Ann Cox Associate

Richmond, Virginia
December 17, 2007

**Town of Ashland, Virginia
Schedule of Expenditures of Federal Awards
For the Year Ended June 30, 2007**

Federal Grantor/State Pass - Through Grantor/ Program Title (Pass - Through Grantor's Number)	Federal Catalog Number	Expenditures
Department of Justice:		
Pass Through Payments:		
Department of Criminal Justice Service:		
Bulletproof vest grant	16.607	\$ 2,040
Department of Transportation:		
Pass Through Payments:		
Virginia Department of Transportation:		
Highway planning and construction	20.205	\$ 2,924,497
Pass Through Payments:		
Department of Motor Vehicles:		
State and community highway safety program	20.600	8,836
Total Department of Transportation		\$ 2,933,333
U. S. Department of Homeland Security:		
Pass Through Payments:		
Virginia Department of Emergency Management:		
State homeland security grant	97.067	\$ 2,161
Total Federal Assistance		\$ 2,937,534

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Town of Ashland, Virginia

Notes to Schedule of Expenditures of Federal Awards
For the Year Ended June 30, 2007

Note 1 - General

The accompanying Schedule of Expenditures of Federal Awards presents the activity of all federally assisted programs of the Town of Ashland, Virginia. The Town's reporting entity is defined in Note 1 to the Town's basic financial statements. All federal awards received directly from federal agencies, as well as federal awards passed through other government agencies, are included on the schedule.

Note 2 - Basis of Accounting

The accompanying Schedule of Expenditures of Federal Awards is presented using the modified accrual basis of accounting, which is described in Note 1 to the Town's basic financial statements.

Note 3 - Relationship to Financial Statements

Federal expenditures, revenues and capital contributions are reported in the Town's basic financial statements as follows:

Intergovernmental federal revenues per the basic financial statements:	
Primary government:	
General Fund	\$ 13,037
Capital Projects Funds:	2,924,497
Total primary government	<u>\$ 2,937,534</u>
Total federal expenditures per basic financial statements	<u>\$ 2,937,534</u>
Total federal expenditures per the Schedule of Expenditures of Federal Awards	<u><u>\$ 2,937,534</u></u>

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Town of Ashland, Virginia
Schedule of Findings and Questioned Costs
For the year ended June 30, 2007

Section I-Summary of Auditors' Results

Financial Statements

Type of auditor's report issued: unqualified
Internal control over financial reporting:
Material weakness(es) identified? _____ yes ✓ no
Reportable condition(s) identified that are
not considered to be material weakness(es)? _____ yes ✓ none reported
Noncompliance material to financial statements noted? _____ yes ✓ no

Federal Awards

Internal control over major programs:
Material weakness(es) identified? _____ yes ✓ no
Reportable condition(s) identified that are
not considered to be material weakness(es)? _____ yes ✓ none reported

Type of auditor's report issued on compliance
for major programs: unqualified

Any findings disclosed that are required to be
reported in accordance with section 510(a) of
Circular A-133? _____ yes ✓ no

Identification of major programs:

<u>CFDA Number(s)</u>	<u>Name of Federal Program or Cluster</u>
20.205	Highway Planning and Construction

Dollar threshold used to distinguish between type A
and type B programs: \$300,000

Auditee qualified as low-risk auditee? ✓ yes _____ no

Section II-Financial Statement Findings

None

Section III-Federal Award Findings and Questioned Costs

None

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