

New Jersey Sports & Exposition Authority
Audit Services - Pre-Bid Meeting - October 24, 2017 – 10:00a.m.

NJSEA Staff Present:

John Yarenis, Director of Finance/CFO
Edward Bulmer, Dep. Dir. of Finance/Asst. CFO
Anna Acanfora, Principal Accountant
Paula Speers, Financial Operations & Contracts Manager
Charlene Maita, Secretary 1

Prospective Bidders Present:

Mercadien
RSM US LLP
PFK O'Connor Davies
Clifton Larson Allen
Marks Paneth
Mitchell Titus
Ferraioli, Wielkotz, Cerullo & Cuva

The following are questions asked during the meeting, with the responses given:

Q: Did you change Auditors in 2015? Was it a 2 Year contract?

A: Yes we did change auditors in 2015 for a 3 year contract, 2014, 2015, and 2016.

Q: Is there a timeline for the 2016 Audit?

A: The 2016 Audit is to be accepted at the November Board Meeting.

Q: What's your timeline for 2017?

A: The audit will begin in March with the final report complete by the end of May.

Q: You made internal changes? Changes in your IT platform? What is your system?

A: We have made some internal changes in our IT platform for 2017. We have migrated to Great Plains Accounting software. We were previously using Oracle and Great Plains.

Q: Does your Staff work on financial statements?

A: Yes, we prepare financial statements. We will need assistance on preparing GASB 68 adjustments and implementation on GASB 75 and any other new pronouncements.

Q: Is MCT the entity that merged in?

A: MCT is a separate entity from NJSEA. Separate engagement will be required.

Q: Do we (NJSEA) do the books for both?

A: Yes we do both MCT and NJSEA.

Q: Why is there a different timeframe on the Landfill Closure Audit?

A: The timeframe for the Landfill Closure Audit is on the fiscal year, 10/1 – 9/30 annually. 2018, 2019, 2020 entails a single investment account. The timeframe is set by Department of Environmental Protection.

Q: Is the qualified opinion on the Izod expected to be ongoing?

A: We do not anticipate any changes.

Q: Is there a possibility of obtaining fees?

A: 2014 \$179,085.

2015 \$192,955.

2016 \$95,000 in billings but ongoing

Q: When do we (NJSEA) anticipate the drafts of the financial statements to be completed?

A: April timeframe

Q: Is there a reason why 2016 audit is running long?

A: The need to address the treatment of the bond issue with Triple 5/American Dream and we were running on 2 accounting systems.

Q: Are there a significant amount of auditor provided journal entries?

A: There were about 6 journal entries, mainly GASB 68 related.

Q: Is there anything significant happening in 2017 that would affect the audit?

A: The bond issue related to Triple 5/American Dream.

Q: Are the fees mentioned inclusive of MCT and closure audit?

A: Yes, however they are to be broken out as stated in the RFP.

Q: What is the name of your actuary?

A: Oliver Wyman is the Actuary for the Workers Compensation Valuation and Aquarius Capital Solutions Group LLC prepared the OPEB GASB 45.

The following are the written questions received after the Pre-Proposal meeting with corresponding answers:

Q: Additional question related to the RFP is whether or not a Registered Municipal Accountant is required?

A: It is recommended but not required.