

**OPPORTUNITY MACHINE, INC.**  
**FINANCIAL STATEMENTS**  
**YEAR ENDED DECEMBER 31, 2023**

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**DARNALL SIKES  
& FREDERICK**

A CORPORATION OF CERTIFIED  
PUBLIC ACCOUNTANTS

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## INDEPENDENT ACCOUNTANTS' REVIEW REPORT

To the Board of Directors of  
Opportunity Machine, Inc.  
Lafayette, Louisiana

We have reviewed the accompanying financial statements of Opportunity Machine, Inc. (a nonprofit organization), which comprise the statement of financial position as of December 31, 2023, and the related statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements. A review includes primarily applying analytical procedures to management's financial data and making inquiries of management. A review is substantially less in scope than an audit, the objective of which is the expression of an opinion regarding the financial statements as a whole. Accordingly, we do not express such an opinion.

### Management's Responsibility for the Financial Statements

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

### Accountants' Responsibility

Our responsibility is to conduct the review in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. Those standards require us to perform procedures to obtain limited assurance as a basis for reporting whether we are aware of any material modifications that should be made to the financial statements for them to be in accordance with accounting principles generally accepted in the United States of America. We believe that the results of our procedures provide a reasonable basis for our conclusion.

We are required to be independent of Opportunity Machine, Inc. and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements related to our review.

### Accountants' Conclusion

Based on our review, we are not aware of any material modifications that should be made to the accompanying financial statements in order for them to be in accordance with accounting principles generally accepted in the United States of America.

*Darnall, Sikes & Frederick*  
(A Corporation of Certified Public Accountants)

May 7, 2024  
Lafayette, Louisiana

**OPPORTUNITY MACHINE, INC.**  
**STATEMENT OF FINANCIAL POSITION**  
**DECEMBER 31, 2023**

**ASSETS**

**CURRENT ASSETS**

Cash and Cash Equivalents	\$ 409,328
Prepaid Expenses	<u>40,914</u>
Total Current Assets	<u>450,242</u>

**PROPERTY AND EQUIPMENT**

Equipment	32,016
Website	6,402
Less: Accumulated Depreciation and Amortization	<u>(25,928)</u>
Net Property and Equipment	<u>12,490</u>

TOTAL ASSETS	<u>\$ 462,732</u>
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**LIABILITIES AND NET ASSETS**

**CURRENT LIABILITIES**

Accounts Payable	<u>\$ 4,630</u>
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**NET ASSETS**

Without Donor Restrictions	<u>458,102</u>
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TOTAL LIABILITIES AND NET ASSETS	<u>\$ 462,732</u>
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See Independent Accountants' Review Report and Notes to Financial Statements.

**OPPORTUNITY MACHINE, INC.**

**STATEMENT OF ACTIVITIES  
YEAR ENDED DECEMBER 31, 2023**

**NET ASSETS WITHOUT DONOR RESTRICTIONS**

<b>PUBLIC SUPPORT</b>	
Grants and Contracts	\$ 220,000
<b>REVENUE</b>	
Membership Dues	106,199
Other Revenue	29,912
Interest Income	<u>16,451</u>
Total Revenue	<u>152,562</u>
<b>TOTAL PUBLIC SUPPORT AND REVENUES</b>	<u>372,562</u>
<b>EXPENSES</b>	
Program Services	74,168
Support Services	<u>189,784</u>
Total Expenses	<u>263,952</u>
<b>INCREASE IN NET ASSETS WITHOUT DONOR RESTRICTIONS</b>	108,610
<b>NET ASSETS AT BEGINNING OF YEAR</b>	<u>349,492</u>
<b>NET ASSETS AT END OF YEAR</b>	<u>\$ 458,102</u>

See Independent Accountants' Review Report and Notes to Financial Statements.

**OPPORTUNITY MACHINE, INC.**

**SCHEDULE OF FUNCTIONAL EXPENSES  
YEAR ENDED DECEMBER 31, 2023**

	<u>PROGRAM SERVICES</u>	<u>SUPPORT SERVICES</u>	<u>TOTAL</u>
Depreciation and Amortization	\$ -	\$ 7,156	\$ 7,156
Events	45,287	-	45,287
Marketing	14,231	-	14,231
Office Operations	-	155,167	155,167
Special Projects	14,650	-	14,650
Legal and Professional Fees	<u>-</u>	<u>27,461</u>	<u>27,461</u>
Totals	<u>\$ 74,168</u>	<u>\$ 189,784</u>	<u>\$ 263,952</u>

See Independent Accountants' Review Report and Notes to Financial Statements.

**OPPORTUNITY MACHINE, INC.**

**STATEMENT OF CASH FLOWS  
YEAR ENDED DECEMBER 31, 2023**

**CASH FLOWS FROM OPERATING ACTIVITIES**

Change in Net Assets	\$ 108,610
Adjustments to Reconcile Change in Net Assets to Net Cash Flows From Operating Activities:	
Depreciation and Amortization	7,156
Changes in Assets and Liabilities:	
Accounts Receivable	3,125
Prepaid Expenses	(20,082)
Accounts Payable	<u>(178)</u>
Net Cash Provided By Operating Activities	<u>98,631</u>

**CASH FLOWS FROM INVESTING ACTIVITIES**

Purchase of Fixed Assets	<u>(1,169)</u>
Net Cash (Used In) Investing Activities	<u>(1,169)</u>

**NET INCREASE IN CASH AND CASH EQUIVALENTS** 97,462

**CASH AND CASH EQUIVALENTS AT BEGINNING OF YEAR** 311,866

**CASH AND CASH EQUIVALENTS AT END OF YEAR** \$ 409,328

See Independent Accountants' Review Report and Notes to Financial Statements

## OPPORTUNITY MACHINE, INC.

### NOTES TO FINANCIAL STATEMENTS

#### (A) SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

**Nature of Operations** - Opportunity Machine, Inc. is a non-profit organization that is an initiative of the Lafayette Economic Development Authority (LEDA) in partnership with Lafayette Consolidated Government, Louisiana Immersive Technologies Enterprise, the University of Louisiana at Lafayette and the Louisiana Small Business Development Center and is designed to grow business and entrepreneurship, create quality jobs, economic diversity, and regional prosperity. The Organization is primarily funded through a memorandum of understanding with the Lafayette Economic Development Authority.

**Basis of Accounting** - Assets, liabilities, revenues, and expenses are recognized on the accrual basis of accounting in conformity with generally accepted accounting principles.

**Basis of Presentation** - The Organization is required to report information regarding its financial position and activities according to two classes of net assets: net assets with donor restrictions and net assets without donor restrictions.

**Cash and Cash Equivalents** - For the purposes of the statement of cash flows, the Organization considers all highly liquid debt instruments purchased with an original maturity of three months or less to be cash equivalents. There were no cash equivalents at December 31, 2023.

**Prepaid Expenses** – Insurance and similar services which extend benefit over more than one accounting period have been recorded as prepaid.

**Property and Equipment** - All acquisitions of property and equipment in excess of \$1,000 and all expenditures for repairs, maintenance, renewals, and betterments that materially prolong the useful lives of assets are capitalized. Property and equipment are valued at historical cost for assets purchased and at fair market value at the date of donation for contributed assets. Donations of property and equipment are recorded as support at their estimated fair market value and are reported as unrestricted unless the donor has restricted the donated assets for a specific purpose.

Depreciation is computed using the straight-line method over the assets' useful lives. Depreciation expense at December 31, 2023, totaled \$7,156.

**Net Assets** – Net assets, revenue, gains, and losses are classified based on the existence or absence of donor or grantor-imposed restrictions. Accordingly, net assets and changes therein are classified and reported as follows:

*Net assets without donor restrictions* – Net assets that are not subject to donor-imposed stipulations and that may be expended for any purpose in performing the primary objectives of the Organization. Net assets without donor restrictions are resources available to support operations. The only limits on the use of net assets without donor restrictions are the broad limits resulting from the nature of the Organization, the environment in which it operates, the purposes specified in its corporate documents and its application for tax-exempt status, and any limits resulting from contractual agreements with creditors and others that are entered into in the course of its operations.



## OPPORTUNITY MACHINE, INC.

### NOTES TO FINANCIAL STATEMENTS

#### (A) SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – continued

*Net assets with donor restrictions* – Net assets subject to donor-imposed stipulations that may either be met by the passage of time or the fulfillment of stipulated purpose. As the restrictions are satisfied, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the accompanying financial statements as net assets released from restrictions. The Organization's unspent contributions are reported in this class if the donor limited their use, as are promised contributions that are not yet due.

**Use of Estimates** - The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

**Grant Revenue** - Proceeds from grants made for the purchase of specific items are recognized as revenue when the organization is reimbursed for those purchases by the donor. Proceeds from operational grants with no specified purchase requirements are recognized when funds are available.

**Functional Allocation of Expenses** - The costs of providing the various programs and other activities have been summarized on a functional basis in the statement of activities. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

**Income Taxes** - Opportunity Machine, Inc. qualifies as a tax-exempt organization under Section 501(c)(6) of the Internal Revenue Code and therefore has no provision for federal income taxes. In addition, Opportunity Machine, Inc. has been determined by the Internal Revenue Service not to be a private foundation within the meaning of Section 509 (a) of the Code.

#### (B) CONCENTRATION OF CREDIT RISK

Financial instruments that potentially subject Opportunity Machine, Inc. to concentrations of credit risk consist principally of temporary cash investments. The Organization places its temporary cash investments with one high quality financial institution. Accounts are insured by the Federal Deposit Insurance Corporation (FDIC) up to \$250,000 and pledged securities owned by the fiscal bank. As of December 31, 2023, the balances were fully collateralized.

The fair values of Opportunity Machine, Inc.'s financial instruments are as follows:

Cash and short-term investments – The carrying amount approximates fair value because of the short maturities of those investments.

#### (C) CONCENTRATION OF REVENUE SOURCES

Fifty nine percent (59%) of the revenue of the Organization is comprised of funds received from Lafayette Economic Development Authority through a Memorandum of Understanding (MOU). This MOU is renewed annually. A change in this funding could substantially affect the operations of the Organization.

**OPPORTUNITY MACHINE, INC.**

**NOTES TO FINANCIAL STATEMENTS**

**(D) LIQUIDITY AND AVAILABILITY OF FINANCIAL ASSETS**

The Organization has \$409,328 of financial assets available within one year of the balance sheet date to meet cash needs for general expenditures consisting of cash of \$409,328. None of the financial assets are subject to donor or other contractual restrictions that make them unavailable for general expenditure within one year of the statement of financial position.

**(E) CONTRACTS**

The Organization entered into a memorandum of understanding with the Lafayette Economic Development Authority (LEDA) to provide up to \$220,000 to be used for operational expenses, lease payments and other operating expenses for the period January 1, 2023 to December 31, 2023. LEDA will employ staff including accounting services and support. For the year ended December 31, 2023, the Organization has received \$220,000 under this MOU and LEDA has also paid \$338,633 in salaries and benefits for the above referenced employees.

**(F) COMPENSATION, BENEFITS, AND OTHER PAYMENTS TO AGENCY HEAD**

Compensation, benefits, and other payments paid to Tom Cox, President of the Board for the year ended December 31, 2023, were \$-0-.

**(G) ADVERTISING COSTS**

Advertising costs are expensed as incurred. Total advertising costs were \$14,231 for the year ended December 31, 2023.

**(H) REVENUE RECOGNITION**

We have analyzed the provisions of the FASB's ASC Topic 606, *Revenue from Contracts with Customers*, and have concluded that no changes are necessary to conform with the new standard. Membership dues are recognized when 1) a terms of use agreement has been signed, 2) membership dues are paid 3) member has been given access to services agreed upon in an amount that reflects the consideration given.

The following table presents the Organization's net revenue disaggregated based on the revenue source:

Membership Dues	<u>\$ 106,199</u>
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The Organization provides members with shared desk space, access to the Internet, shared used of meeting and training rooms and other specific services based on membership type.

Membership dues are paid on a monthly basis and automatically renews monthly until a 30-day written notice is given by either party. Monthly dues are forfeited upon termination and no refunds are issued for any reason. As a result, revenue is recognized immediately.

**OPPORTUNITY MACHINE, INC.**

**NOTES TO FINANCIAL STATEMENTS**

**(I) SUBSEQUENT EVENTS**

Subsequent events were evaluated through May 7, 2024, which is the date the financial statements were available to be issued.

- Subsequent to year end, the Memorandum of Understanding between LEDA and Opportunity Machine, Inc. was renewed for \$220,000 under similar terms (see Note E – Notes To Financial Statements). This agreement represents a significant portion of total revenues for the entity.

**ADDITIONAL INFORMATION**



## INDEPENDENT ACCOUNTANTS' REPORT ON APPLYING AGREED-UPON PROCEDURES

To the Board of Directors  
Opportunity Machine, Inc.

We have performed the procedures enumerated below on Opportunity Machine, Inc. (the Organization)'s compliance with certain laws and regulations contained in the accompanying Louisiana Attestation Questionnaire during the fiscal year ended December 31, 2023, as required by Louisiana Revised Statute 24:513 and the *Louisiana Governmental Audit Guide*. The Agency's management is responsible for its financial records and compliance with applicable laws and regulations.

The Organization has agreed to and acknowledged that the procedures performed are appropriate to meet the intended purpose of the engagement, which is to perform specified procedures on the Organization's compliance with the laws and regulations contained in the accompanying Louisiana Attestation Questionnaire during the year ended December 31, 2023. Additionally, the Louisiana Legislative Auditor has agreed to and acknowledged that the procedures performed are appropriate for its purposes. The report may not be suitable for any other purpose. The procedures performed may not address all the items of interest to a user of this report and may not meet the needs of all users of this report and, as such, users are responsible for determining whether the procedures performed are appropriate for their purposes.

The procedures and associated findings are as follows:

### Federal, State, and Local Awards

1. Obtain the list of federal, state, and local government grant award expenditures for the fiscal year, by grant and grant year, from the Organization's management.

*Not applicable, the Organization represented that they received no Federal, State, or Local grants during the fiscal year ended December 31, 2023.*

2. For each federal, state, and local grant award, randomly select six disbursements from each grant administered during the fiscal year, provided that no more than 30 disbursements are selected.

*Not applicable.*

3. Obtain documentation for the disbursements selected in Procedure 2. Compare the selected disbursements to supporting documentation, and report whether the disbursements agree to the amount and payee in the supporting documentation.

*Not applicable.*

4. Report whether the selected disbursements were coded to the correct fund and general ledger account.

*Not applicable.*

5. Report whether the selected disbursements were approved in accordance with the Organization's policies and procedures.

*Not applicable.*

6. For each selected disbursement made for federal grant awards, obtain the *Compliance Supplement* for the applicable federal program. For each disbursement made for a state or local grant award, or for a federal program not included in the *Compliance Supplement*, obtain the grant agreement. Compare the documentation for each disbursement to the program compliance requirements or the requirements of the grant agreement relating to activities allowed or unallowed, eligibility, and reporting; and report whether the disbursements comply with these requirements.

*Not applicable.*

7. Obtain the close-out reports, if required, for any program selected in Procedure 2 that was closed out during the fiscal year. Compare the close-out reports, if applicable, with the Organization's financial records; and report whether the amounts in the close-out reports agree with the Organization's financial records.

*Not applicable.*

#### Open Meetings

8. Obtain evidence from management that agendas for meetings recorded in the minute book were posted as required by Louisiana Revised Statute 42:11 through 42:28 (the open meetings law), and report whether there are any exceptions.

*Opportunity Machine, Inc. is a not-for-profit that does not meet the criteria to be subject to the open meetings laws.*

#### Budget

9. For each grant exceeding five thousand dollars, obtain the comprehensive grant budgets that the agency provided to the applicable federal, state or local grantor agency. Report whether the budgets for federal, state and local grants included the purpose and duration of the grants; and whether budgets for state grants also included specific goals, objectives, and measures of performance.

*Not applicable.*

#### State Audit Law

10. Report whether the agency provided for a timely report in accordance with R.S. 24:513.

*The Organization's report will be provided to the LLA (Louisiana Legislative Auditor) in a timely manner before the statutory due date of June 30, 2024.*

11. Inquire of management and report whether the agency entered into any contracts that utilized state funds as defined in R.S. 39:72.1 A. (2); and that were subject to the public bid law (R.S. 38:2211, et seq.), while the agency was not in compliance with R.S. 24:513 (the audit law).

*The Organization's management represented that the Organization did not enter into any contracts during the fiscal year that were subject to the public bid law.*

Prior-Year Comments

12. Obtain and report management's representation as to whether any prior year suggestions, recommendations, and/or comments have been resolved.

*Not applicable.*

We were engaged by the Organization to perform this agreed-upon procedures engagement and conducted our engagement in accordance with attestation standards established by the American Institute of Certified Public Accountants, and the standards applicable to attestation engagements contained in *Government Auditing Standards*, issued by the United States Comptroller General. We were not engaged to and did not conduct an examination or review engagement, the objective of which would be the expression of an opinion or conclusion, respectively, on the Organization's compliance with the foregoing matters. Accordingly, we do not express such an opinion or conclusion. Had we performed additional procedures, other matters might have come to our attention that would have been reported to you.

We are required to be independent of the Organization and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements related to our agreed-upon procedures engagement.

This report is intended solely to describe the scope of testing performed on Opportunity Machine, Inc.'s compliance with certain laws and regulations contained in the accompanying Louisiana Attestation Questionnaire, as required by Louisiana Revised Statute 24:513 and the *Louisiana Governmental Audit Guide*, and the result of that testing, and not to provide an opinion on control or compliance. Accordingly, this report is not suitable for any other purpose. Under Louisiana Revised Statute 24:513, this report is distributed by the Louisiana Legislative Auditor as a public document.

***Darnall, Sikes & Frederick***

(A Corporation of Certified Public Accountants)

May 7, 2024  
Lafayette, Louisiana

**OPPORTUNITY MACHINE, INC.**

**SCHEDULE OF FINDINGS AND QUESTIONED COSTS  
FOR THE YEAR ENDED DECEMBER 31, 2023**

We have reviewed the financial statements of Opportunity Machine, Inc., as of and for the year ended December 31, 2023, and have issued our report thereon dated May 7, 2024. We conducted our review in accordance with Statements on Standards for Accounting and Review Services (SSARS) and the provisions of Louisiana Revised Statutes 24:513.

***Section I – Summary of Accountants’ Report***

Type of report issued: Review

***Section II – Financial Statement Findings***

None noted.

***Section III – Federal Award Findings and Questioned Costs***

This section is not applicable for the current year.



**OPPORTUNITY MACHINE, INC.**

**SCHEDULE OF PRIOR YEAR'S FINDINGS  
FOR THE YEAR ENDED DECEMBER 31, 2023**

No prior year findings.

**LOUISIANA ATTESTATION QUESTIONNAIRE**  
**(For Attestation Engagements of Quasi-public Agencies)**

April 8, 2024

Darnall Sikes & Frederick

2000 Kaliste Saloom Road, Suite 300

Lafayette, LA 70508

In connection with your engagement to apply agreed-upon procedures to the control and compliance matters identified below, as of 12/31/23 and for the year then ended, and as required by Louisiana Revised Statute (R.S.) 24:513 and the *Louisiana Governmental Audit Guide*, we make the following representations to you.

**Federal, State, and Local Awards**

We have detailed for you the amount of federal, state, and local award expenditures for the fiscal year, by grant and grant year.

Yes  No  N/A

All transactions relating to federal, state, and local grants have been properly recorded within our accounting records and reported to the appropriate state, federal, and local grantor officials.

Yes  No  N/A

The reports filed with federal, state, and local agencies are properly supported by books of original entry and supporting documentation.

Yes  No  N/A

We have complied with all applicable specific requirements of all federal, state, and local programs we administer, to include matters contained in the OMB Compliance Supplement, matters contained in the grant awards, eligibility requirements, activities allowed and unallowed, and reporting and budget requirements.

Yes  No  N/A

**Open Meetings**

Our meetings, as they relate to public funds, have been posted as an open meeting as required by R.S. 42:11 through 42:28 (the open meetings law). **Note: Please refer to Attorney General Opinion No. 13-0043 and the guidance in the publication "[Open Meeting FAQs](#)," available on the Legislative Auditor's website to determine whether a non-profit agency is subject to the open meetings law.**

Yes  No  N/A

**Budget**

For each federal, state, and local grant we have filed with the appropriate grantor agency a comprehensive budget for those grants that included the purpose and duration, and for state grants included specific goals and objectives and measures of performance

Yes  No  N/A

**Reporting**

We have had our financial statements reviewed in accordance with R.S. 24:513.

Yes  No  N/A

We did not enter into any contracts that utilized state funds as defined in R.S. 39:72.1 A. (2); and that were subject to the public bid law (R.S. 38:2211, et seq.), while the agency was not in compliance with R.S. 24:513 (the audit law).

Yes  No  N/A

We have complied with R.S. 24:513 A. (3) regarding disclosure of compensation, reimbursements, benefits and other payments to the agency head, political subdivision head, or chief executive officer.

Yes  No  N/A

We have complied with R.S. 24:515.2 regarding reporting of pre- and post- adjudication court costs, fines and fees assessed or imposed; the amounts collected; the amounts outstanding; the amounts retained; the amounts disbursed, and the amounts received from disbursements.

Yes  No  N/A

### **Prior-Year Comments**

We have resolved all prior-year recommendations and/or comments.

Yes  No  N/A

### **General**

We acknowledge that we are responsible for the Agency's compliance with the foregoing laws and regulations and the internal controls over compliance with such laws and regulations.

Yes  No  N/A

We acknowledge that we are responsible for determining that that the procedures performed are appropriate for the purposes of this engagement.

Yes  No  N/A

We have evaluated our compliance with these laws and regulations prior to making these representations.

Yes  No  N/A

We have provided you with all relevant information and access under the terms of our agreement.

Yes  No  N/A

We have disclosed to you all known noncompliance of the foregoing laws and regulations, as well as any contradictions to the foregoing representations.

Yes  No  N/A

We are not aware of any material misstatements in the information we have provided to you.

Yes  No  N/A

We have disclosed to you any communications from regulatory agencies, internal auditors, other independent practitioners or consultants, and others concerning noncompliance with the foregoing laws and regulations, including communications received during the period under examination; and will disclose to you any such communication received between the end of the period under examination and the date of your report.

Yes  No  N/A

We will disclose to you, the Legislative Auditor, and the applicable state grantor agency/agencies all known noncompliance and other events subsequent to the date of this representation and the date of your report that could have a material effect on our compliance with laws and regulations and the internal controls with such laws and regulations, or would require adjustment or modification to the results of the agreed-upon procedures.

Yes  No  N/A

The previous responses have been made to the best of our belief and knowledge.

  
\_\_\_\_\_  
Heidi Melancon Secretary 4/8/2024 Date

  
\_\_\_\_\_  
Heidi Melancon Treasurer 4/8/2024 Date

  
\_\_\_\_\_  
Tom Cox President 4/8/2024 Date