
METANOIA, INC.

FINANCIAL STATEMENTS

DECEMBER 31, 2019 AND 2018

METANOIA, INC.

FINANCIAL STATEMENTS

DECEMBER 31, 2019 AND 2018

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INDEPENDENT AUDITORS' REPORT

To the Board of Directors of Metanoia, Inc.
Baton Rouge, Louisiana

Report on the Financial Statements

We have audited the accompanying financial statements of Metanoia, Inc. (a nonprofit organization) which comprise the statements of financial position as of December 31, 2019 and 2018, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

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.

Auditors' Responsibility

Our responsibility is to express opinion on the financial statements based on our audits. We conducted our audits 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. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Metanoia, Inc. as of December 31, 2019 and 2018, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Emphasis of Matter

Metanoia, Inc. has adopted FASB ASU 2018-08, *Not-for-Profit Entities: Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made (Topic 605)* and FASB ASU 2014-09, *Revenue from Contracts with Customers (Topic 606)*. The presentation and disclosures of revenue have been enhanced in accordance with the standard.

Other Matters

Report on Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The schedule of compensation, benefits and other payments to the agency head on page 14 is presented for purposes of additional analysis and is not a required part of the basic financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated, in all material respects in relation to the basic financial statements taken as a whole.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated June 29, 2020, on our consideration of Metanoia, Inc.'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 solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of Metanoia, Inc.'s internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering Metanoia, Inc.'s internal control over financial reporting and compliance.

Du'z, Dupuy & Ruiz

Gonzales, Louisiana
June 29, 2020

METANOIA, INC.

STATEMENT OF FINANCIAL POSITION
DECEMBER 31, 2019 and 2018

ASSETS

| | <u>2019</u> | <u>2018</u> |
|---|----------------------------|----------------------------|
| <u>CURRENT ASSETS</u> | | |
| Cash and cash equivalents | \$ 682,334 | \$ 616,414 |
| Receivables | 264,791 | 128,410 |
| Prepaid expenses | 19,842 | 19,470 |
| Total current assets | <u>966,967</u> | <u>764,294</u> |
| <u>PROPERTY AND EQUIPMENT, net</u> | <u>1,823,199</u> | <u>1,789,686</u> |
| TOTAL ASSETS | <u><u>\$ 2,790,166</u></u> | <u><u>\$ 2,553,980</u></u> |

LIABILITIES AND NET ASSETS

| | | |
|---|----------------------------|----------------------------|
| <u>LIABILITIES</u> | | |
| Accounts payable | \$ 19,587 | \$ 16,114 |
| Accrued expenses | <u>6,099</u> | <u>2,758</u> |
| TOTAL LIABILITIES | <u>25,686</u> | <u>18,872</u> |
| <u>NET ASSETS</u> | | |
| With donor restrictions | 1,629 | - |
| Without donor restrictions | <u>2,762,851</u> | <u>2,535,108</u> |
| TOTAL NET ASSETS | <u>2,764,480</u> | <u>2,535,108</u> |
| TOTAL LIABILITIES AND NET ASSETS | <u><u>\$ 2,790,166</u></u> | <u><u>\$ 2,553,980</u></u> |

The accompanying notes are an integral part of these statements.

METANOIA, INC.

STATEMENT OF ACTIVITIES
YEAR ENDED DECEMBER 31, 2019

| | Without Donor Restrictions | With Donor Restrictions | Total |
|--|-------------------------------|----------------------------|---------------------|
| OPERATING ACTIVITIES | | | |
| <u>REVENUES, GAINS, AND OTHER SUPPORT</u> | | | |
| Contributions | \$ 168,756 | \$ 8,700 | \$ 177,456 |
| Contributions- donation in-kind | 88,830 | - | 88,830 |
| Contributions- special events | 322,398 | - | 322,398 |
| Federal grant revenue | 431,414 | - | 431,414 |
| Other income | 1,101 | - | 1,101 |
| Net assets released from restrictions | 7,071 | (7,071) | - |
| Total revenues, gains, and other support | <u>1,019,570</u> | <u>1,629</u> | <u>1,021,199</u> |
| <u>EXPENSES</u> | | | |
| Program | 485,196 | - | 485,196 |
| Supporting services | | | |
| Management and general | 196,891 | - | 196,891 |
| Fundraising | 109,740 | - | 109,740 |
| Total expenses | <u>791,827</u> | <u>-</u> | <u>791,827</u> |
| Change in net assets | 227,743 | 1,629 | 229,372 |
| NET ASSETS AT BEGINNING OF YEAR | <u>2,535,108</u> | <u>-</u> | <u>2,535,108</u> |
| NET ASSETS AT END OF YEAR | <u>\$ 2,762,851</u> | <u>\$ 1,629</u> | <u>\$ 2,764,480</u> |

The accompanying notes are an integral part of these statements.

METANOIA, INC.

STATEMENT OF ACTIVITIES
YEAR ENDED DECEMBER 31, 2018

| | Without Donor Restrictions | With Donor Restrictions | Total |
|--|-------------------------------|----------------------------|---------------------|
| <u>OPERATING ACTIVITIES</u> | | | |
| <u>REVENUES, GAINS, AND OTHER SUPPORT</u> | | | |
| Contributions | \$ 348,268 | \$ - | \$ 348,268 |
| Contributions- donation in-kind | 67,138 | - | 67,138 |
| Contributions- special events | 360,300 | - | 360,300 |
| Federal grant revenue | 408,240 | - | 408,240 |
| Other income | 8,232 | - | 8,232 |
| Gain on sale of asset | 39,907 | - | 39,907 |
| Total revenues, gains, and other support | 1,232,085 | - | 1,232,085 |
| <u>EXPENSES</u> | | | |
| Program | 415,364 | - | 415,364 |
| Supporting services: | | | |
| Management and general | 167,468 | - | 167,468 |
| Fundraising | 103,028 | - | 103,028 |
| Total expenses | 685,860 | - | 685,860 |
| Change in net assets | 546,225 | - | 546,225 |
| NET ASSETS AT BEGINNING OF YEAR | 1,988,883 | - | 1,988,883 |
| NET ASSETS AT END OF YEAR | <u>\$ 2,535,108</u> | <u>\$ -</u> | <u>\$ 2,535,108</u> |

The accompanying notes are an integral part of these statements.

METANOIA, INC.

STATEMENT OF FUNCTIONAL EXPENSES
YEAR ENDED DECEMBER 31, 2019

| | Program | Management & General | Fundraising | Total Expense |
|-------------------------|-------------------|-------------------------|-------------------|-------------------|
| Salaries and Benefits | \$ 133,376 | \$ 54,123 | \$ 5,799 | \$ 193,298 |
| Bank Charges and Fees | 396 | 161 | 17 | 574 |
| Banquet Expense | - | - | 88,645 | 88,645 |
| Building Facilities | 13,541 | 5,495 | 589 | 19,625 |
| Business expenses | 427 | 173 | 19 | 619 |
| Contract Services | 112,362 | 45,596 | 4,885 | 162,844 |
| Depreciation | 42,507 | 17,249 | 1,848 | 61,604 |
| Dues and Subscriptions | 1,049 | 426 | 46 | 1,520 |
| Insurance | 41,816 | 16,969 | 1,818 | 60,603 |
| Interest | 42 | 17 | 2 | 61 |
| Medical | 749 | 304 | 33 | 1,086 |
| Miscellaneous | 21,620 | 8,774 | 940 | 31,334 |
| Office Expense | 1,103 | 447 | 48 | 1,598 |
| Professional Fees | 68,572 | 27,826 | 2,981 | 99,380 |
| Printing | 3,136 | 1,273 | 136 | 4,545 |
| Repairs and Maintenance | 2,280 | 925 | 99 | 3,305 |
| Resident expenses | 4,199 | 1,704 | 183 | 6,085 |
| Security | 3,200 | 1,298 | 139 | 4,637 |
| Supplies | 9,607 | 3,898 | 418 | 13,923 |
| Telephone Expense | 6,142 | 2,493 | 267 | 8,902 |
| Auto & Travel Expenses | 10,559 | 4,285 | 459 | 15,303 |
| Utilities Expense | 8,512 | 3,454 | 370 | 12,336 |
| Penalties | - | - | - | - |
| Total expenses | <u>\$ 485,196</u> | <u>\$ 196,891</u> | <u>\$ 109,740</u> | <u>\$ 791,827</u> |

The accompanying notes are an integral part of these statements.

METANOIA, INC.

STATEMENT OF FUNCTIONAL EXPENSES
YEAR ENDED DECEMBER 31, 2018

| | Program | Management & General | Fundraising | Total Expense |
|-------------------------|-------------------|-------------------------|-------------------|-------------------|
| Salaries and Benefits | \$ 95,319 | \$ 38,680 | \$ 4,144 | \$ 138,143 |
| Bank Charges and Fees | 673 | 273 | 29 | 976 |
| Banquet Expense | - | - | 85,085 | 85,085 |
| Building Facilities | 4,319 | 1,753 | 188 | 6,259 |
| Business expenses | 3,262 | 1,324 | 142 | 4,727 |
| Contract Services | 103,038 | 41,813 | 4,480 | 149,331 |
| Depreciation | 37,612 | 15,263 | 1,635 | 54,510 |
| Dues and Subscriptions | 945 | 383 | 41 | 1,369 |
| Grant Expenses | 2,674 | - | - | 2,674 |
| Insurance | 35,231 | 14,297 | 1,532 | 51,059 |
| Interest | 157 | 64 | 7 | 227 |
| Medical | 1,380 | 560 | 60 | 2,000 |
| Miscellaneous | 8,512 | 3,454 | 370 | 12,336 |
| Office Expense | 9,207 | 3,736 | 400 | 13,344 |
| Professional Fees | 48,361 | 19,625 | 2,103 | 70,088 |
| Printing | 2,986 | 1,212 | 130 | 4,327 |
| Repairs and Maintenance | 6,732 | 2,732 | 293 | 9,756 |
| Resident expenses | 9,045 | 3,671 | 393 | 13,109 |
| Security | 3,408 | 1,383 | 148 | 4,939 |
| Supplies | 13,154 | 5,338 | 572 | 19,064 |
| Telephone Expense | 12,873 | 5,224 | 560 | 18,657 |
| Auto & Travel Expenses | 5,404 | 2,193 | 235 | 7,832 |
| Utilities Expense | 9,409 | 3,818 | 409 | 13,636 |
| Penalties | 1,664 | 675 | 72 | 2,412 |
| Total expenses | <u>\$ 415,364</u> | <u>\$ 167,468</u> | <u>\$ 103,028</u> | <u>\$ 685,860</u> |

The accompanying notes are an integral part of these statements.

METANOIA, INC.

STATEMENTS OF CASH FLOWS
YEARS ENDED DECEMBER 31, 2019 AND 2018

| | <u>2019</u> | <u>2018</u> |
|---|-------------------|-------------------|
| CASH FLOWS FROM OPERATING ACTIVITIES | | |
| Change in net assets | \$ 229,372 | \$ 546,225 |
| Adjustments to reconcile change in net assets to net cash provided by operating activities: | | |
| Depreciation | 61,604 | 54,510 |
| Increase in receivables | (136,381) | (128,410) |
| Increase in prepaid expenses | (372) | (19,470) |
| Increase in accounts payable | 3,473 | 11,629 |
| Increase in accrued expenses | 3,341 | (2,251) |
| Net cash provided by operating activities | <u>161,037</u> | <u>462,233</u> |
| CASH FLOWS FROM INVESTING ACTIVITIES | | |
| Purchase of equipment | <u>(95,117)</u> | <u>(49,977)</u> |
| Net cash used in investing activities | <u>(95,117)</u> | <u>(49,977)</u> |
| Net increase in cash and cash equivalents | 65,920 | 412,256 |
| Cash and cash equivalents, beginning of year | <u>616,414</u> | <u>204,158</u> |
| Cash and cash equivalents, end of year | <u>\$ 682,334</u> | <u>\$ 616,414</u> |

The accompanying notes are an integral part of these statements.

METANOIA, INC.

NOTES TO FINANCIAL STATEMENTS

1. Summary of Significant Accounting Policies

Organization and Purpose

Metanoia, Inc. is a non-profit corporation which was organized to deliver a model program of recovery and rehabilitation for female youth victims of human sex trafficking. The decision-making body consists of 15 members who serve as the board of directors.

Basis of presentation – The financial statements of Metanoia, Inc. have been prepared in accordance with U.S. generally accepted accounting principles ("US GAAP"), which require Metanoia, Inc. to report information regarding its financial position and activities according to the following net asset classifications:

Net assets without donor restrictions: Net assets that are not subject to donor-imposed restrictions and may be expended for any purpose in performing the primary objectives of Metanoia, Inc. These net assets may be used at the discretion of Metanoia Inc.'s management and the board of directors.

Net assets with donor restrictions: Net assets subject to stipulations imposed by donors, and grantors. Some donor restrictions are temporary in nature; those restrictions will be met by actions of Metanoia, Inc. or by the passage of time. Other donor restrictions are perpetual in nature, where by the donor has stipulated the funds be maintained in perpetuity.

Donor restricted contributions are reported as increases in net assets with donor restrictions. When a restriction expires, net assets are reclassified from net assets with donor restrictions to net assets without donor restrictions in the statements of activities.

Revenue Recognition – Metanoia, Inc. recognizes contributions when cash, securities or other assets; an unconditional promise to give; or a notification of a beneficial interest is received. Conditional promises to give- that is, those with a measurable performance or other barrier and a right of return- are not recognized until the conditions on which they depend have been met. There were not any conditional promises to give as of December 31, 2019 and 2018.

A portion of Metanoia, Inc.'s revenue is derived from cost-reimbursable federal contracts and grants, which are conditioned upon certain performance requirements and/or the incurrence of allowable qualifying expenses. Amounts received are recognized as revenue when Metanoia, Inc. has incurred expenditures in compliance with specific contract or grant provisions.

Metanoia, Inc. has adopted Accounting Standards Update (ASU) No. 2018-08 *Not-for-Profit Entities: Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made (Topic 605)* as management believes the standard improves the usefulness and understandability of Metanoia, Inc.'s financial reporting.

Metanoia, Inc. records special events revenue equal to the fair value of direct benefit to donors, and contribution income for the excess received when the event takes place.

METANOIA, INC.

NOTES TO FINANCIAL STATEMENTS

Revenue Recognition (continued)

Metanoia, Inc. has adopted Accounting Standards Update (ASU) No. 2014-09- Revenue from Contracts with Customers (Topic 606), as amended as management believes the standard improves the usefulness and understandability of Metanoia, Inc.'s financial reporting.

Analysis of various provisions of this standard resulted in no significant changes in the way Metanoia, Inc. recognizes revenue, and therefore no changes to the previously issued audited financial statements were required on a retrospective basis. The presentation and disclosures of revenue have been enhanced in accordance with the standard.

Measure of operations – The statements of activities reports all changes in net assets, including changes in net assets from operating and nonoperating activities. Operating activities consist of those items attributable to Metanoia, Inc.'s ongoing program services. Nonoperating activities are limited to resources from activities considered to be of a more unusual or nonrecurring nature.

Cash and cash equivalents –Metanoia's cash consists of cash on deposit with banks. Cash equivalents represent money market funds or short-term investments with original maturities of three months or less from the date of purchase, except for those amounts that are held in the investment portfolio which are invested for long-term purposes.

Concentrations of credit risk – Financial instruments that potentially subject Metanoia, Inc. to concentrations of credit risk consist principally of cash and cash equivalents. Metanoia, Inc. maintains its cash and cash equivalents in various bank accounts that, at times, may exceed federally insured limits. Metanoia, Inc's cash and cash equivalent accounts have been placed with high credit quality financial institutions. Metanoia, Inc. has not experienced, nor does it anticipate, any losses with respect to such accounts.

Contributions receivable – Unconditional promises to give that are expected to be collected within one year are recorded at net realizable value. Unconditional promises to give that are expected to be collected in future years are recorded at the present value of their estimated future cash flows. The discounts on those amounts are computed using risk-adjusted interest rates applicable to the years in which the promises are received. Discount amortization is included in contribution revenue. Conditional promises to give are not included as support until the conditions are met. At December 31, 2019 and 2018, there were no contributions receivable.

METANOIA, INC.

NOTES TO FINANCIAL STATEMENTS

1. Summary of Significant Accounting Policies (continued)

Property and equipment, net – Property and equipment are stated at cost at the date of purchase or, for donated assets, at fair value at the date of donation, less accumulated depreciation. Depreciation is calculated using the straight-line method over the lesser of the estimated useful lives of the assets or the lease term. The useful lives range from three to forty years. Metanoia, Inc.'s policy is to capitalize renewals and betterments acquired for greater than \$500 and expense normal repairs and maintenance as incurred. Metanoia, Inc.'s management periodically evaluates whether events or circumstances have occurred indicating that the carrying amount of long-lived assets may not be recovered.

Contributions – Contributions received are recorded as net assets without donor restrictions or net assets with donor restrictions, depending on the existence and/or nature of any donor-imposed restrictions. Contributions that are restricted by the donor are reported as an increase in net assets without donor restrictions if the restriction expires in the reporting period in which the contribution is recognized. All other donor restricted contributions are reported as an increase in net assets with donor restrictions, depending on the nature of restriction. When a restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statements of activities as net assets released from restrictions.

Contributed property and equipment are recorded at fair value at the date of donation. Contributions with donor-imposed stipulations regarding how long the contributed assets must be used are recorded as net assets with donor restrictions; otherwise, the contributions are recorded as net assets without donor restrictions.

In-kind donations – Metanoia, Inc. received donated professional services of \$88,830 and \$67,138 for the years ended December 31, 2019 and 2018, respectively. Such amounts, which are based upon information provided by third-party service providers, are recorded at their estimated fair value determined on the date of contribution and are reported as contributions in-kind and supporting services on the accompanying statements of activities and statements of functional expenses.

Functional expenses – The costs of providing program and other activities have been summarized on a functional basis in the statements of activities. Accordingly, certain costs have been allocated among economic development and program services and supporting services benefited. Such allocations are determined by management on an equitable basis.

All expenses were allocated based on time and effort.

METANOIA, INC.

NOTES TO FINANCIAL STATEMENTS

1. Summary of Significant Accounting Policies (continued)

Use of estimates – The preparation of financial statements in conformity with US GAAP requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Actual results could differ from those estimates.

Income Taxes – Metanoia, Inc. is exempt from income tax under Section 501(c) (3), though it is subject to tax on income unrelated to its exempt purpose, unless that income is otherwise excluded by the Code. Metanoia, Inc. has processes presently in place to ensure the maintenance of its tax-exempt status; to identify and report unrelated income; to determine its filing and tax obligations in jurisdictions for which it has nexus; and to identify and evaluate other matters that may be considered tax positions. Donors of money or property, or both, are entitled to the maximum charitable contribution deduction allowed by law. Management is unaware of any tax positions that would have a significant impact on its financial position.

Commitments and Contingencies – Metanoia, Inc. participates in a federal grant program, which is governed by various rules and regulations of the grantor agency. Costs charged to the grant program are subject to audit and adjustment by the grantor agency; therefore, to the extent that Metanoia, Inc. has not complied with rules and regulations governing the grants, refunds of any money received may be required, and the collectability of any related receivable may be impaired. Management does not believe there are any significant contingent liabilities relating to compliance with rules and regulations governing the grant.

Reclassification – Certain prior year amounts have been reclassified to conform to the current presentation.

2. Availability and Liquidity

The following represents Metanoia, Inc.'s financial assets at December 31:

| Financial assets at year-end: | <u>2019</u> | <u>2018</u> |
|-------------------------------|------------------|------------------|
| Cash | \$682,334 | \$616,414 |
| Grant receivables | <u>264,791</u> | <u>128,410</u> |
| Total financial assets | <u>\$947,125</u> | <u>\$744,824</u> |

3. Risk Management

Metanoia, Inc. is exposed to various risks of loss to torts, theft of, damage to, and destruction of assets; errors and omissions; injuries to employees; and natural disasters. Metanoia, Inc. has purchased commercial insurance to reduce the risk of loss that might arise should one of these incidents occur. There have been no significant reductions in coverage. No settlements were made during the year that exceeded Metanoia's coverage.

METANOIA, INC.

NOTES TO FINANCIAL STATEMENTS

4. Property and Equipment

Property and equipment, net consisted of the following at December 31:

| | <u>2019</u> | <u>2018</u> |
|--------------------------------|--------------------|--------------------|
| Furniture and equipment | \$ 114,916 | \$ 69,979 |
| Building and improvements | <u>1,832,242</u> | <u>1,782,062</u> |
| | 1,947,158 | 1,852,041 |
| Less: accumulated depreciation | <u>(123,959)</u> | <u>(62,355)</u> |
| Property and equipment, net | <u>\$1,823,199</u> | <u>\$1,789,686</u> |

Depreciation expense related to the property and equipment in service was \$61,604 and \$54,510 for the years ended December 31, 2019 and 2018; respectively.

5. Subsequent Events

Management has evaluated subsequent events through the date the financial statements were available to be issued, June 29, 2020, noting that the COVID-19 outbreak in the United States has caused business disruption through mandatory and voluntary closings of businesses. While the disruption is currently expected to be temporary, there is considerable uncertainty around the duration of the closings. However, the related financial impact and duration cannot be reasonably estimated at this time.

No subsequent events occurring after this date have been evaluated for inclusion in these financial statements.

METANOIA, INC.

SCHEDULE OF COMPENSATION, BENEFITS -
AND OTHER PAYMENTS TO AGENCY HEAD
YEAR ENDED DECEMBER 31, 2019

Agency Head: Michael Ranatza, Board President

| Purpose | Amount |
|---------------------------|---------------|
| Salary | \$ - |
| Benefits - insurance | - |
| Benefits - retirement | - |
| Deferred compensation | - |
| Benefits - other (dental) | - |
| Benefits - other (GTL) | - |
| Dues | - |
| Per diem | - |
| Reimbursements | - |
| Travel | - |
| Registration fees | - |
| Conference travel | - |
| | <u>\$ -</u> |

Note: Michael Ranatza provides oversight as chairman of the Board. He does not receive any compensation, benefits and other payments from Metanoia, Inc.



**INDEPENDENT AUDITORS' REPORT ON INTERNAL CONTROL OVER
FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED
ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH
GOVERNMENT AUDITING STANDARDS**

To the Board of Directors of Metanoia, Inc.
Baton Rouge, Louisiana

We have audited, 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, the financial statements of Metanoia, Inc. (a nonprofit organization), which comprise the statement of financial position as of December 31, 2019, and the related statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements, and have issued our report thereon dated June 29, 2020.

Internal Control over Financial Reporting

In planning and performing our audit, we considered Metanoia, Inc.'s internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances 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 Metanoia, Inc.'s internal control. Accordingly, we do not express an opinion on the effectiveness of the Metanoia, Inc.'s internal control.

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

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

Compliance and Other Matters

As part of obtaining reasonable assurance about whether Metanoia, Inc.'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 an instance of noncompliance or other matters that are required to be reported under *Government Auditing Standards* and which are described in the accompanying schedule of findings and questioned costs as items 2019-001.

Metanoia Inc.'s Response to Findings

Metanoia, Inc.'s response to the findings identified in our audits is described in the accompanying schedule of findings and questioned costs. Metanoia Inc.'s response was not subjected to the auditing procedures applied in the audit of the financial statements, and accordingly, we express no opinion on it.

Purpose of this Report

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



Gonzales, Louisiana
June 29, 2020

METANOIA, INC.
SUMMARY OF FINDINGS AND RESPONSES

YEAR ENDED DECEMBER 31, 2019

SUMMARY OF AUDIT RESULTS

1. The independent auditors' report expresses an unmodified opinion on whether the financial statements of Metanoia, Inc. were prepared in accordance with GAAP.
2. No significant deficiencies relating to the audit of the financial statements are reported on the Independent Auditors' Report on Internal Control Over Financial Reporting and on Compliance and Other Matters Based on an Audit of Financial Statements Performed in Accordance with *Government Auditing Standards*.
3. One instance of noncompliance material to the financial statements of Metanoia, Inc. which would be required to be reported in accordance with *Government Auditing Standards*, was disclosed during the audit.

FINDINGS – FINANCIAL STATEMENT AUDIT

NONE NOTED

FINDINGS – COMPLIANCE

2019-001 PROCUREMENT AND COMPETITIVE BIDDING

Criteria: Local governments and non-profit agencies must follow procurement and competitive bidding guidelines in the procurement of supplies, equipment and services with subgrant funds that exceeds \$10,000. Entities must advertise and let for contract with the lowest responsible bidder or make certain purchases through an alternative procurement method as a cost-savings alternative.

Condition: Metanoia Inc. purchased a passenger van and material and supplies during the year without properly advertising for competitive bids.

Effect: Metanoia, Inc. appears to be non-compliant with the procurement and competitive bidding guidelines.

Cause: Metanoia, Inc. did not follow procurement and bidding procedures prior to purchasing the vehicle and material and supplies with grant funds.

Recommendation: Metanoia, Inc. should comply with procurement and competitive bidding guidelines prior to approving and executing payments for equipment purchases to ensure compliance.

Views of responsible officials and planned corrective action: Management understands the context of this reportable item as well as the laws and regulations effective to comply with the federal procurement guidelines and will ensure that compliance is followed in future periods. Additionally, a procurement/purchasing policy will be implemented and adopted.

METANOIA, INC.
SUMMARY OF PRIOR AUDIT FINDINGS

YEAR ENDED DECEMBER 31, 2019

FINDINGS – FINANCIAL STATEMENT AUDIT

NONE NOTED

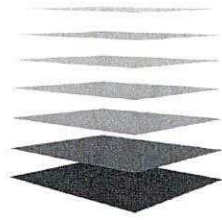
FINDINGS – COMPLIANCE

NONE NOTED

METANOIA, INC.

AGREED-UPON PROCEDURES REPORT

FOR THE YEAR ENDED DECEMBER 31, 2019



DDR

DIEZ, DUPUY & RUIZ, LLC

NDEPENDENT ACCOUNTANT'S REPORT IN APPLYING AGREED-UPON PROCEDURES

To the Board of Directors of Metanoia, Inc.

We have performed the procedures enumerated below, which were agreed to by the Metanoia, Inc. and the Louisiana Legislative Auditor (LLA) on the control and compliance (C/C) areas identified in the LLA's Statewide Agreed-Upon Procedures (SAUPs) for the fiscal period January 1, 2019 through December 31, 2019. The Metanoia, Inc.'s management is responsible for those C/C areas identified in the SAUPs.

This agreed-upon procedures engagement was conducted in accordance with attestation standards established by the American Institute of Certified Public Accountants and applicable standards of *Government Auditing Standards*. The sufficiency of these procedures is solely the responsibility of the specified users of this report. Consequently, we make no representation regarding the sufficiency of the procedures described below either for the purpose for which this report has been requested or for any other purpose.

The procedures and associated findings are as follows:

Written Policies and Procedures

1. Obtain and inspect the entity's written policies and procedures and observe that they address each of the following categories and subcategories (if applicable to public funds and the entity's operations):

- a) **Budgeting**, including preparing, adopting, monitoring, and amending the budget

No policy was provided.

- b) **Purchasing**, including (1) how purchases are initiated; (2) how vendors are added to the vendor list; (3) the preparation and approval process of purchase requisitions and purchase orders; (4) controls to ensure compliance with the public bid law; and (5) documentation required to be maintained for all bids and price quotes.

No policy was provided.

- c) **Disbursements**, including processing, reviewing, and approving

No policy was provided.

- d) **Receipts/Collections**, including receiving, recording, and preparing deposits. Also, policies and procedures should include management's actions to determine the completeness of all collections for each type of revenue or agency fund additions (e.g. periodic confirmation with outside parties, reconciliation to utility billing after cutoff procedures, reconciliation of traffic ticket number sequences, agency fund forfeiture monies confirmation).

No policy was provided.

- e) **Payroll/Personnel**, including (1) payroll processing, and (2) reviewing and approving time and attendance records, including leave and overtime worked.

No policy was provided.

- f) **Contracting**, including (1) types of services requiring written contracts, (2) standard terms and conditions, (3) legal review, (4) approval process, and (5) monitoring process

No policy was provided.

- g) **Credit Cards (and debit cards, fuel cards, P-Cards, if applicable)**, including (1) how cards are to be controlled, (2) allowable business uses, (3) documentation requirements, (4) required approvers of statements, and (5) monitoring card usage (e.g., determining the reasonableness of fuel card purchases)

No policy was provided.

- h) **Travel and expense reimbursement**, including (1) allowable expenses, (2) dollar thresholds by category of expense, (3) documentation requirements, and (4) required approvers

No policy was provided.

- i) **Ethics**, including (1) the prohibitions as defined in Louisiana Revised Statute 42:1111-1121, (2) actions to be taken if an ethics violation takes place, (3) system to monitor possible ethics violations, and (4) requirement that all employees, including elected officials, annually attest through signature verification that they have read the entity's ethics policy.

Not applicable.

- j) **Debt Service**, including (1) debt issuance approval, (2) continuing disclosure/EMMA reporting requirements, (3) debt reserve requirements, and (4) debt service requirements.

Not applicable.

- k) **Disaster Recovery/Business Continuity**, including (1) identification of critical data and frequency of data backups, (2) storage of backups in a separate physical location isolated from the network, (3) periodic testing/verification that backups can be restored, (4) use of antivirus software on all systems, (5) timely application of all available system and software patches/updates, and (6) identification of personnel, processes, and tools needed to recover operations after a critical event.

No policy was provided.

Management's response: We will adopt policies for those mentioned as deemed applicable.

Bank Reconciliations

2. Obtain a listing of client bank accounts for the fiscal period from management and management's representation that the listing is complete. Ask management to identify the entity's main operating account. Select the entity's main operating account and randomly select 4 additional accounts (or all accounts if less than 5). Randomly select one month from the fiscal period, obtain and inspect the corresponding bank statement and reconciliation for selected each account, and observe that:

Obtained listing of client bank accounts from management and management's representation that listing is complete.

- a) Bank reconciliations include evidence that they were prepared within 2 months of the related statement closing date (e.g., initialed and dated, electronically logged);

Obtained bank reconciliations for the month selected noting that one reconciliation did not have evidence that it been prepared within 2 months of the related statement closing date.

Management's response: The person reconciling the bank statement will initial and date the reconciliation to provide evidence of the date of preparation.

- b) Bank reconciliations include evidence that a member of management/board member who does not handle cash, post ledgers, or issue checks has reviewed each bank reconciliation (e.g., initialed and dated, electronically logged); and

The bank reconciliations did not include evidence that a member of management has reviewed each bank reconciliation.

Management's response: Members of the finance committee currently review the bank statement and monthly financials. Going forward, a member of the finance committee will initial and date the reconciliations to provide evidence of the review.

- c) Management has documentation reflecting that it has researched reconciling items that have been outstanding for more than 12 months from the statement closing date, if applicable.

One account had reconciling items for more than 12 months from statement closing date that had no documentation of being researched.

Collections

3. Obtain a listing of deposit sites for the fiscal period where deposits for cash/checks/money orders (cash) are prepared and management's representation that the listing is complete. Randomly select 5 deposit sites (or all deposit sites if less than 5).

Obtained listing of deposit sites and management's representation that listing is complete.

4. For each deposit site selected, obtain a listing of collection locations and management's representation that the listing is complete. Randomly select one collection location for each deposit site (i.e. 5 collection locations for 5 deposit sites), obtain and inspect written policies and procedures relating to employee job duties (if no written policies or procedures, inquire of employees about their job duties) at each collection location, and observe that job duties are properly segregated at each collection location such that:

Obtained listing of collection locations and management's representation that listing is complete.

- a) Employees that are responsible for cash collections do not share cash drawers/registers.

No exceptions noted.

- b) Each employee responsible for collecting cash is not responsible for preparing/making bank deposits, unless another employee/official is responsible for reconciling collection documentation (e.g. pre-numbered receipts) to the deposit.

Employees responsible for collecting cash are also responsible for preparing/making the bank deposit.

- c) Each employee responsible for collecting cash is not responsible for posting collection entries to the general ledger or subsidiary ledgers, unless another employee/official is responsible for reconciling ledger postings to each other and to the deposit.

Employees responsible for collecting cash also post entries to the general ledger.

- d) The employee(s) responsible for reconciling cash collections to the general ledger and/or subsidiary ledgers, by revenue source and/or agency fund additions are not responsible for collecting cash, unless another employee verifies the reconciliation.

Employees responsible for reconciling cash collections to the general ledger by revenue source also collect cash.

Management's response: Due to the limited number of resources available, Metanoia is unable to adequately segregate these duties. The finance committee will continue to provide oversight over the collections process.

5. Inquire of management that all employees who have access to cash are covered by a bond or insurance policy for theft.

No exceptions noted.

6. Randomly select two deposit dates for each of the 5 bank accounts selected for procedure #2 under "Bank Reconciliations" above (select the next deposit date chronologically if no deposits were made on the dates randomly selected and randomly select a deposit if multiple deposits are made on the same day). *Alternately, the practitioner may use a source document other than bank statements when selecting the deposit dates for testing, such as a cash collection log, daily revenue report, receipt book, etc.* Obtain supporting documentation for each of the 10 deposits and:

- a) Observe that receipts are sequentially pre-numbered.

No exceptions noted.

- b) Trace sequentially pre-numbered receipts, system reports, and other related collection documentation to the deposit slip.

No exceptions noted.

- c) Trace the deposit slip total to the actual deposit per the bank statement.

No exceptions noted.

- d) Observe that the deposit was made within one business day of receipt at the collection location (within one week if the depository is more than 10 miles from the collection location or the deposit is less than \$100).

Deposits were made not made within one day of receipt.

Management's response: Date of collection will be marked on check receipts and we will make deposits within one day of collection as deemed practical.

- e) Trace the actual deposit per the bank statement to the general ledger.

No exceptions noted.

Non-Payroll Disbursements (excluding card purchases/payments, travel reimbursements, and petty cash purchases)

7. Obtain a listing of locations that process payments for the fiscal period and management's representation that the listing is complete. Randomly select 5 locations (or all locations if less than 5).

Obtained a listing of locations that process payments and management's representation that the listing is complete.

8. For each location selected under #7 above, obtain a listing of those employees involved with non-payroll purchasing and payment functions. Obtain written policies and procedures relating to employee job duties (if the agency has no written policies and procedures, inquire of employees about their job duties), and observe that job duties are properly segregated such that:

- a) At least two employees are involved in initiating a purchase request, approving a purchase, and placing an order/making the purchase.

No exceptions noted.

- b) At least two employees are involved in processing and approving payments to vendors.

No exceptions noted.

- c) The employee responsible for processing payments is prohibited from adding/modifying vendor files, unless another employee is responsible for periodically reviewing changes to vendor files.

The person responsible for processing payments is not prohibited from adding/modifying vendor files.

Management's response: Members of the finance committee have the overall responsibility for reviewing transactions prior to signing the checks in efforts to mitigate the risk associated with the limited number of individuals involved with adding/modifying vendor files. However, management will develop a process to have a member of the finance committee periodically review the new vendor list and any modifications made to the vendor files.

- d) Either the employee/official responsible for signing checks mails the payment or gives the signed checks to an employee to mail who is not responsible for processing payments.

The employee who processes payments also mails the checks after signatures are obtained.

Management's response: Due to the limited number of resources available, Metanoia, Inc. is unable to adequately segregate these duties. Invoices are approved by members of the finance committee while signing checks. The individual responsible for processing checks for payment and for mailing checks is not an authorized signor; however, the checks are returned to the employee to mail. In addition, the finance committee reviews monthly financial statements as well as bank statements in efforts to mitigate risk associated with the lack of segregation of duties related to this function.

9. For each location selected under #7 above, obtain the entity's non-payroll disbursement transaction population (excluding cards and travel reimbursements) and obtain management's representation that the population is complete. Randomly select 5 disbursements for each location, obtain supporting documentation for each transaction and:

- a) Observe that the disbursement matched the related original invoice/billing statement.

No exceptions noted.

- b) Observe that the disbursement documentation included evidence (e.g., initial/date, electronic logging) of segregation of duties tested under #8, as applicable.

The disbursement documentation included evidence of segregation of duties tested under #9 with the exception of 8c and 8d as noted above.

Credit Cards/Debit Cards/Fuel Cards/P-Cards

10. Obtain from management a listing of all active credit cards, bank debit cards, fuel cards, and P-cards (cards) for the fiscal period, including the card numbers and the names of the persons who maintained possession of the cards. Obtain management's representation that the listing is complete.

Obtained management's representation that the credit card listing is complete.

11. Using the listing prepared by management, randomly select 5 cards (or all cards if less than 5) that were used during the fiscal period. Randomly select one monthly statement or combined statement for each card (for a debit card, randomly select one monthly bank statement), obtain supporting documentation, and:

- a) Observe that there is evidence that the monthly statement or combined statement and supporting documentation (e.g., original receipts for credit/debit card purchases, exception reports for excessive fuel card usage) was reviewed and approved, in writing, by someone other than the authorized card holder. [Note: Requiring such approval may constrain the legal authority of certain public officials (e.g., mayor of a Lawrason Act municipality); these instances should not be reported.]]

No exceptions noted.

- b) Observe that finance charges and late fees were not assessed on the selected statements.

No exceptions noted.

12. Using the monthly statements or combined statements selected under #11 above, excluding fuel cards, randomly select 10 transactions (or all transactions if less than 10) from each statement, and obtain supporting documentation for the transactions (i.e. each card should have 10 transactions subject to testing). For each transaction, observe that it is supported by (1) an original itemized receipt that identifies precisely what was purchased, (2) written documentation of the business/public purpose, and (3) documentation of the individuals participating in meals (for meal charges only).

All transactions were supported with an itemized receipt with the exception of two transactions.

Management's response: Documentation will be maintained to support all credit card charges.

Travel and Travel-Related Expense Reimbursements (excluding card transactions)

13. Obtain from management a listing of all travel and travel-related expense reimbursements during the fiscal period and management's representation that the listing or general ledger is complete. Randomly select 5 reimbursements, obtain the related expense reimbursement forms/prepaid expense documentation of each selected reimbursement, as well as the supporting documentation. For each of the 5 reimbursements selected:

No exceptions noted.

- a) If reimbursed using a per diem, agree the reimbursement rate to those rates established either by the State of Louisiana or the U.S. General Services Administration (www.gsa.gov).

No exceptions noted.

- b) If reimbursed using actual costs, observe that the reimbursement is supported by an original itemized receipt that identifies precisely what was purchased.

No exceptions noted.

- c) Observe that each reimbursement is supported by documentation of the business/public purpose (for meal charges, observe that the documentation includes the names of those individuals participating) and other documentation required by written policy (procedure #1h).

No exceptions noted.

- d) Observe that each reimbursement was reviewed and approved, in writing, by someone other than the person receiving reimbursement.

No exceptions noted.

We were not engaged to and did not conduct an examination or review, the objective of which would be the expression of an opinion or conclusion, respectively, on those C/C areas identified in the SAUPs. 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.

The purpose of this report is solely to describe the scope of testing performed on those C/C areas identified in the SAUPs, 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 LLA as a public document.

Déz, Dupuy & Ruiz

Gonzales, Louisiana
June 29, 2020