

**GREATER NEW ORLEANS, INC.,
AND AFFILIATE**

CONSOLIDATED FINANCIAL STATEMENTS

December 31, 2023 and 2022



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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of
Greater New Orleans, Inc. and its affiliate,
Greater New Orleans Development Foundation
New Orleans, Louisiana

Opinion

We have audited the consolidated financial statements of Greater New Orleans, Inc. and its affiliate's, Greater New Orleans Development Foundation (collectively "the Organization"), which comprise the consolidated statements of financial position as of December 31, 2023 and 2022, and the related consolidated statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the consolidated financial statements.

In our opinion, the accompanying consolidated financial statements referred to above present fairly, in all material respects, the financial position of Greater New Orleans, Inc. and its affiliate's, Greater New Orleans Development Foundation, as of December 31, 2023 and 2022, 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.

Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to the financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Consolidated Financial Statements section of our report. We are required to be independent of Greater New Orleans, Inc. and its affiliate's, Greater New Orleans Development Foundation, and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Consolidated Financial Statements

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

In preparing the consolidated financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about Greater New Orleans, Inc. and its affiliate's, Greater New Orleans Development Foundation, ability to continue as a going concern within one year after the date that the consolidated financial statements are available to be issued.

Auditor's Responsibilities for the Audit of the Consolidated Financial Statements

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards and *Government Auditing Standards* will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the consolidated financial statements.

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the consolidated financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of Greater New Orleans, Inc. and its affiliate's, Greater New Orleans Development Foundation, internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the consolidated financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Greater New Orleans, Inc. and its affiliate's, Greater New Orleans Development Foundation, ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

Other Matters

Our audits were conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The accompanying Schedule of Expenditures of Federal Awards, as required by Title 2 U.S. *Code of Federal Regulations* (CFR) Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards*, and the Schedule of Compensation, Benefits, and Other Payments to Agency Head are presented for purposes of additional analysis and is not a required part of the consolidated 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 consolidated financial statements. The information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated 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 consolidated financial statements as a whole.

Other Reporting Required by *Government Auditing Standards*

In accordance with *Government Auditing Standards*, we have also issued a report dated June 28, 2024 on our consideration of Greater New Orleans, Inc. and its affiliate's, Greater New Orleans Development Foundation, internal control over financial reporting and our tests of its compliance with certain provision 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 effectiveness of 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 Greater New Orleans, Inc. and its affiliate's, Greater New Orleans Development Foundation, internal control over financial reporting and compliance.

Metairie, Louisiana
June 28, 2024

Wegmann Dazet APC

GREATER NEW ORLEANS, INC., AND AFFILIATE
CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

December 31, 2023 and 2022

	2023	2022
ASSETS		
Current assets		
Cash and cash equivalents	\$ 1,373,134	\$ 1,516,798
Promises to give, net	2,436,140	1,781,750
Other current assets	79,243	89,145
Total current assets	<u>3,888,517</u>	<u>3,387,693</u>
Property and equipment, at cost less accumulated depreciation	79,631	61,623
Investments	1,236,873	1,043,490
Other noncurrent assets	24,074	21,588
Right of use assets - operating, net of accumulated amortization	<u>1,046,838</u>	<u>1,176,664</u>
Total assets	<u><u>\$ 6,275,933</u></u>	<u><u>\$ 5,691,058</u></u>
LIABILITIES		
Current liabilities		
Accounts payable	\$ 321,057	\$ 82,948
Accrued payroll liabilities	469,732	461,596
Deferred revenue	564,071	258,831
Current portion of operating lease obligations	180,122	180,122
Other liabilities	1,975	-
Total current liabilities	<u>1,536,957</u>	<u>983,497</u>
Operating lease obligations, less current portion	<u>866,716</u>	<u>996,542</u>
Total liabilities	<u><u>2,403,673</u></u>	<u><u>1,980,039</u></u>
NET ASSETS		
Net assets		
Without donor restrictions	3,235,377	3,341,112
With donor restrictions	636,883	369,907
Total net assets	<u>3,872,260</u>	<u>3,711,019</u>
Total liabilities and net assets	<u><u>\$ 6,275,933</u></u>	<u><u>\$ 5,691,058</u></u>

See accompanying Notes to Consolidated Financial Statements.

GREATER NEW ORLEANS, INC., AND AFFILIATE
CONSOLIDATED STATEMENT OF ACTIVITIES

For the Year Ended December 31, 2023

	Without Donor Restrictions	With Donor Restrictions	Total
Revenues			
Investor contributions	\$ 2,590,100	\$ -	\$ 2,590,100
Sponsorship	600,927	-	600,927
Grants	1,143,092	4,157,850	5,300,942
Management fees	305,500	-	305,500
Investment income, net	161,783	-	161,783
In-kind donations	288,457	-	288,457
Other income	74,786	-	74,786
Net assets released from restrictions	3,890,874	(3,890,874)	-
Total revenues	9,055,519	266,976	9,322,495
Expenses			
Program services			
Grants	4,706,657	-	4,706,657
Initiatives	572,427	-	572,427
Public	399,641	-	399,641
Business development	565,739	-	565,739
Communications	149,779	-	149,779
Supporting services			
General and administrative	2,767,011	-	2,767,011
Total expenses	9,161,254	-	9,161,254
Change in net assets	(105,735)	266,976	161,241
Net assets			
Beginning of year	3,341,112	369,907	3,711,019
End of year	\$ 3,235,377	\$ 636,883	\$ 3,872,260

See accompanying Notes to Consolidated Financial Statements.

GREATER NEW ORLEANS, INC., AND AFFILIATE
CONSOLIDATED STATEMENT OF ACTIVITIES

For the Year Ended December 31, 2022

	Without Donor Restrictions	With Donor Restrictions	Total
Revenues			
Investor contributions	\$ 2,784,314	\$ -	\$ 2,784,314
Sponsorship	430,220	-	430,220
Grants	1,081,631	2,044,951	3,126,582
Management fees	108,000	-	108,000
Investment loss, net	(185,989)	-	(185,989)
In-kind donations	326,878	-	326,878
Other income	80,160	-	80,160
Net assets released from restrictions	2,099,526	(2,099,526)	-
Total revenues	6,724,740	(54,575)	6,670,165
Expenses			
Program services			
Grants	2,561,538	-	2,561,538
Initiatives	360,047	-	360,047
Public	313,550	-	313,550
Business development	631,705	-	631,705
Communications	137,919	-	137,919
Supporting services			
General and administrative	2,740,304	-	2,740,304
Total expenses	6,745,063	-	6,745,063
Change in net assets	(20,323)	(54,575)	(74,898)
Net assets			
Beginning of year	3,361,435	424,482	3,785,917
End of year	\$ 3,341,112	\$ 369,907	\$ 3,711,019

See accompanying Notes to Consolidated Financial Statements.

GREATER NEW ORLEANS, INC., AND AFFILIATE
CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES

For the Year Ended December 31, 2023

	Program Services					General and Administrative	Total Expenses
	Grants	Initiatives	Public	Business Development	Communications		
Bad debt expense	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 39,243	\$ 39,243
Bank service charge	-	-	-	-	-	3,071	3,071
Contracted staff expenses	122,840	-	-	-	-	270	123,110
Consultants	797,858	11,900	74,000	-	-	185,827	1,069,585
Development	69,141	24,262	17,950	249	-	20,687	132,289
Depreciation	-	-	-	-	-	29,493	29,493
Dues and subscriptions	73,357	-	-	17,704	-	30,372	121,433
Grants	1,612,486	160,000	-	-	-	-	1,772,486
Grant administration	1,092,780	-	-	-	-	(852,410)	240,370
Insurance	-	-	(2,932)	(41,203)	(4,853)	226,447	177,459
Indirect overhead	430,082	-	-	-	-	(430,082)	-
Marketing	34,156	-	-	-	-	113,996	148,152
Meetings and events	114,141	307,822	31,327	22,279	-	42,950	518,519
Merchant credit card fees	-	16	-	-	-	8,364	8,380
Payroll service fees	-	-	-	-	-	51,338	51,338
Payroll taxes	-	-	17,939	47,785	10,882	148,482	225,088
Postage and delivery	-	-	-	46	-	1,638	1,684
Printing and reproduction	6,597	28,690	2,500	717	-	16,650	55,154
Professional services	-	992	-	-	-	43,245	44,237
Public relations	126,000	-	-	-	-	-	126,000
Rent expense	26,400	-	-	1,201	-	189,330	216,931
Repairs and maintenance	-	-	-	-	-	78	78
Salary and wages	-	-	231,250	451,264	143,750	2,535,995	3,362,259
Service awards	7,151	1,232	1,063	172	-	1,322	10,940
Storage	-	-	-	-	-	5,384	5,384
Supplies	5,353	3,338	5,663	596	-	10,752	25,702
Training and development	8,964	-	-	-	-	3,395	12,359
Technology	19,920	64	290	500	-	47,795	68,569
Telephone	659	-	-	4,925	-	31,482	37,066
Travel, meals and entertainment	70,859	34,111	20,591	59,504	-	153,566	338,631
Website development	87,913	-	-	-	-	155	88,068
401K contributions	-	-	-	-	-	108,176	108,176
Total expenses	\$ 4,706,657	\$ 572,427	\$ 399,641	\$ 565,739	\$ 149,779	\$ 2,767,011	\$ 9,161,254

See accompanying Notes to Consolidated Financial Statements.

GREATER NEW ORLEANS, INC., AND AFFILIATE
CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES

For the Year Ended December 31, 2022

	Program Services					General and Administrative	Total Expenses
	Grants	Initiatives	Public	Business Development	Communications		
Bad debt expense	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 67,983	\$ 67,983
Bank service charge	-	-	-	-	-	2,813	2,813
Contracted staff expenses	104,486	-	-	-	-	-	104,486
Consultants	471,835	4,000	104,000	68,675	-	326,591	975,101
Development	106,813	13,266	9,500	2,748	-	22,884	155,211
Depreciation	-	-	-	-	-	15,552	15,552
Dues and subscriptions	67,312	-	822	21,300	-	33,748	123,182
Grants	252,150	-	-	-	-	100,000	352,150
Grant administration	755,544	-	-	-	-	(490,922)	264,622
Insurance	430	-	(1,637)	(43,346)	(3,448)	187,184	139,183
Indirect overhead	353,473	-	-	-	-	(353,473)	-
Marketing	107,450	10,868	-	-	-	151,907	270,225
Meetings and events	61,825	200,857	1,506	20,156	-	31,297	315,641
Merchant credit card fees	-	19	-	-	-	8,950	8,969
Payroll service fees	-	-	-	-	-	39,106	39,106
Payroll taxes	-	-	13,747	47,878	10,016	105,421	177,062
Postage and delivery	16	-	92	377	-	1,082	1,567
Printing and reproduction	5,445	9,770	101	370	101	15,373	31,160
Professional services	2,438	-	-	-	-	23,800	26,238
Public relations	126,000	-	-	-	-	-	126,000
Rent expense	34,465	-	-	1,170	-	185,902	221,537
Repairs and maintenance	-	-	-	-	-	5,620	5,620
Salary and wages	-	-	176,756	456,720	131,250	1,908,026	2,672,752
Service awards	1,771	8,237	-	1,221	-	9,140	20,369
Storage	-	-	-	-	-	5,386	5,386
Supplies	2,990	837	-	754	-	17,334	21,915
Training and development	-	-	-	-	-	3,341	3,341
Technology	12,680	-	-	158	-	48,174	61,012
Telephone	586	-	-	5,060	-	27,569	33,215
Travel, meals and entertainment	42,054	112,193	8,663	48,464	-	140,440	351,814
Website development	51,775	-	-	-	-	12,648	64,423
401K contributions	-	-	-	-	-	87,428	87,428
Total expenses	\$ 2,561,538	\$ 360,047	\$ 313,550	\$ 631,705	\$ 137,919	\$ 2,740,304	\$ 6,745,063

See accompanying Notes to Consolidated Financial Statements.

GREATER NEW ORLEANS, INC., AND AFFILIATE
CONSOLIDATED STATEMENTS OF CASH FLOWS

For the Years Ended December 31, 2023 and 2022

	2023	2022
Cash flows from operating activities:		
Change in net assets	\$ 161,241	\$ (74,898)
Adjustments to reconcile change in net assets to net cash provided (used) by operating activities:		
Depreciation	29,493	15,552
Operating lease asset amortization	129,826	124,124
Provision for bad debts	67,983	67,983
Net unrealized (gain) loss on investments	(148,550)	188,485
(Increase) decrease in operating assets:		
Promises to give	(722,373)	(157,988)
Other current assets	9,902	(19,443)
Other noncurrent assets	(2,486)	(16,926)
Increase (decrease) in operating liabilities:		
Accounts payable and accrued payroll liabilities	246,245	70,552
Operating lease obligations	(129,826)	(124,124)
Deferred revenue	305,240	116,981
Other liabilities	1,975	-
Net cash (used) provided by operating activities	<u>(51,330)</u>	<u>190,298</u>
Cash flows from investing activities:		
Purchase of property and equipment	(47,501)	(39,169)
Purchase of investments	<u>(44,833)</u>	<u>(40,917)</u>
Net cash used by investing activities	<u>(92,334)</u>	<u>(80,086)</u>
Net (decrease) increase in cash and cash equivalents	(143,664)	110,212
Cash and cash equivalents at beginning of year	<u>1,516,798</u>	<u>1,406,586</u>
Cash and cash equivalents at end of year	<u>\$ 1,373,134</u>	<u>\$ 1,516,798</u>

See accompanying Notes to Consolidated Financial Statements.

GREATER NEW ORLEANS, INC., AND AFFILIATE
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

For the Years Ended December 31, 2023 and 2022

1) Nature of activities

Greater New Orleans, Inc. (GNO, Inc.) is a non-profit corporation formed in January 2004 to spearhead economic development for the ten-parish Greater New Orleans region, which accounts for about one-third of Louisiana's economy. In collaboration with government, business and industry, and civic leaders, GNO, Inc. professional economic development staff works to create jobs in Southeast Louisiana, market the parishes to companies seeking to expand or relocate, and retain and grow existing businesses.

GNO, Inc. affiliate, Greater New Orleans Development Foundation (the Foundation) was created to provide support to the charitable, scientific and educational programs initiated and implemented by GNO, Inc.

2) Summary of significant accounting policies

Significant accounting policies followed by GNO, Inc. and the Foundation are summarized below.

a) Principles of consolidation

The consolidated financial statements include the accounts of Greater New Orleans, Inc. and its affiliate, Greater New Orleans Development Foundation (collectively "the Organization") because GNO, Inc. has both control and economic interest in the Foundation. The Board of Directors of the Foundation consists of nine members including the current Chairman of the Board of GNO, Inc., the immediate past Board Chairman of GNO, Inc., the President and CEO of GNO, Inc., three past Chairmen of the Board of Directors of GNO, Inc., and three additional directors, none of whom is an incumbent member of the Board of Directors of GNO, Inc. GNO, Inc. and the Foundation share common facilities and personnel. All material inter-organization transactions have been eliminated.

b) Cash and cash equivalents

All cash-related items having a maturity of three months or less, which are neither held for nor restricted by donors for long-term purpose, from the original maturity date are classified as cash and cash equivalents.

c) Promises to give and allowance for credit losses

GNO, Inc. and the Foundation write off uncollectible accounts as they are identified. GNO, Inc. and the Foundation estimate for the allowance for credit losses is based on a review of the current status of promises to give. Past due balances over 90 days and other higher risk amounts are reviewed individually for collectability. If the financial condition of GNO, Inc. and the Foundation's donors were to deteriorate, adversely affecting their ability to make payments, additional allowances would be required. Based on management's assessment, GNO, Inc. and the Foundation provide for estimated uncollectible amounts through a charge to earnings and a credit to a valuation allowance. Balances that remain outstanding after GNO, Inc. and the Foundation have used reasonable collection efforts are written off through a charge to the valuation allowance and a credit to Promises to give. Promises to give for the Organization is presented net of an allowance for credit losses of \$199,000 and \$267,257 as of December 31, 2023 and 2022, respectively.

Promises to give were as follows for the years ended December 31:

	2023	2022	2021
Promises to give	\$2,436,140	\$1,781,750	\$1,691,745

GREATER NEW ORLEANS, INC., AND AFFILIATE
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

For the Years Ended December 31, 2023 and 2022

2) Summary of significant accounting policies (continued)

d) Investments

Investment purchases are recorded at cost, or if donated, at fair value on the date of donation. Thereafter, investments are reported at their fair values in the statements of financial position. Net investment return/(loss) is reported in the statement of activities and consists of interest and dividend income, realized and unrealized capital gains and losses, less external and direct internal investment expenses. Investment income includes interest of \$13,233 and \$2,496 in 2023 and 2022, respectively. Net unrealized gains (losses) were \$148,550 and \$(188,485) in 2023 and 2022, respectively.

e) Use of estimates

The preparation of the consolidated financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

f) Property and equipment

Property and equipment additions over \$500 are carried at cost or if donated, at fair value on the date of donation. Depreciation of property is provided over the estimated useful lives of the assets using the straight-line method. Repairs and maintenance are expensed as incurred. Expenditures that increase the value or productive capacity of assets are capitalized. When property and equipment are retired, sold, or otherwise disposed of, the asset carrying amount and related accumulated depreciation are removed from the accounts and any gain or loss is included in operations. The estimated useful lives of depreciable assets are:

	<u>Useful Lives</u>
Furniture and fixtures	5 to 10 years
Equipment	5 years
Leasehold improvements	10 years

The carrying value of property and equipment are reviewed for impairment whenever events or circumstances indicate that the carrying value of an asset may not be recoverable from the estimated future cash flows expected to result from its use and eventual disposition. When considered impaired, an impairment loss is recognized to the extent carrying value exceeds the fair value of the asset. There were no indicators of asset impairment during the year ended December 31, 2023.

g) Description of net assets classification

Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) 958, *Financial Statements for Not-for-Profit Entities*, requires the net assets and changes in net assets be reported for two classifications – with donor restrictions and without donor restrictions based on the existence or absence of donor-imposed restrictions.

GNO, Inc. and the Foundation report gifts of cash and other assets as restricted support if they are received with donor-imposed restrictions or requirements that limit the use of the donation. A donor restriction ends when a time restriction is met, or a purpose restriction is accomplished. As restrictions are met, assets are reclassified to net assets without donor restrictions. Funds received with the stipulation that the funds be returned if specified future events fail to occur are accounted

GREATER NEW ORLEANS, INC., AND AFFILIATE
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

For the Years Ended December 31, 2023 and 2022

2) Summary of significant accounting policies (continued)

g) Description of net assets classification (continued)

for as refundable advances until the conditions have been substantially met. There were no refundable advances for 2023 or 2022.

h) Advertising

GNO, Inc. and the Foundation expense advertising as incurred. Advertising expense was \$148,152 and \$270,225 for the years ended December 31, 2023 and 2022, respectively.

i) Concentration of credit risk

Financial instruments that potentially subject GNO, Inc. and the Foundation to concentrations of credit risk consist principally of cash deposits and investments. Cash accounts at each institution are insured by the Federal Deposit Insurance Corporation up to certain limits. GNO, Inc. and the Foundation have not experienced any losses in such accounts. GNO, Inc. and the Foundation have no policy requiring collateral or other security to support its deposits. The Organization also has investment accounts that contain cash and securities. Investments are insured up to \$500,000, with a limit of \$250,000 for cash, by the Securities Investor Protection Corporation (SIPC).

j) Revenue recognition

GNO, Inc. and the Foundation recognize 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.

Investor contributions and sponsorships can be comprised of an exchange element based on the value provided, and a contribution element for the difference between the total amount paid and the exchange element. The exchange portions of investor contributions and sponsorships are recognized when the related performance obligations are met, and the contribution portion is recognized immediately.

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

k) Donated services

Donated services are recognized at fair market value as contributions if the services create or enhance nonfinancial assets or require specialized skills, are performed by individuals with those skills, and would otherwise be purchased.

l) Functional expenses

The costs of program and supporting services activities have been summarized on a functional basis in the consolidated statements of activities. The consolidated statements of functional expenses present the natural classification detail of expenses by function. Accordingly, certain costs have been allocated among the programs and supporting services benefited. The consolidated financial statements report certain categories of expenses that are attributed to more than one program or supporting function. Therefore, expenses require allocation on a reasonable basis that is consistently applied. The expenses that are allocated include salaries and wages, benefits, payroll taxes, professional services, office expenses, information technology, interest, insurance, and other, which are allocated on the basis of estimates of time and effort.

GREATER NEW ORLEANS, INC., AND AFFILIATE
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

For the Years Ended December 31, 2023 and 2022

2) Summary of significant accounting policies (continued)

m) Leases

The Organization leases office space. The Organization determines if an arrangement is a lease at inception. Operating lease assets and liabilities are recognized at the lease commencement date. Operating lease liabilities represent the present value of minimum lease payments not yet paid. Operating lease assets represent the right to use an underlying asset and are based upon the operating lease liabilities. To determine the present value of lease payments, the Organization uses the risk-free interest rate. The lease term includes the initial contractual terms as well as any options to extend the lease when it is reasonably certain that the Organization will exercise that option. Leases with an initial term of 12 months or less are not recorded on the consolidated statements of financial position. Operating lease payments are charged on a straight-line basis to rent expense over the lease term.

n) Income taxes

GNO, Inc. is exempt from federal and state income taxes under Section 501(c)(6) of the Internal Revenue Code. The Foundation is exempt from federal and state income taxes under Section 501(c)(3) of the Internal Revenue Code.

GNO, Inc. and the Foundation adopted the provisions of ASC 740, *Accounting for Uncertainty in Income Taxes*. Management of GNO, Inc. and the Foundation believe there is no material uncertain tax position and, accordingly, it will not recognize any liability for unrecognized tax benefits. With few exceptions, GNO, Inc. and the Foundation are not subject to U.S. federal and state income tax examinations by tax authorities beyond three years from the filing of those returns.

o) Deferred revenue

Contract liabilities are reported as deferred revenue in the accompanying consolidated statements of financial position. Deferred revenue is comprised of funds received before performance obligations have been met.

p) Recently adopted accounting guidance

In June 2016, the FASB issued guidance (FASB ASC 326) which significantly changed how entities will measure credit losses for most financial assets and certain other instruments that aren't measured at fair value through net income. The most significant change in this standard is a shift from the incurred loss model to the expected loss model. Under the standard, disclosures are required to provide users of the financial statements with useful information in analyzing an entity's exposure to credit risk and the measurement of credit losses. Financial assets held by GNO, Inc. and the Foundation that are subject to the guidance in FASB ASC 326 were promises to give.

The Organization adopted the standard effective January 1, 2023. The impact of the adoption was not considered material to the financial statements and primarily resulted in new/enhanced disclosures only.

GREATER NEW ORLEANS, INC., AND AFFILIATE
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

For the Years Ended December 31, 2023 and 2022

3) Property and equipment

Property and equipment is summarized as follows:

	<u>2023</u>	<u>2022</u>
Furniture and fixtures	\$ 164,075	\$ 164,075
Equipment	143,437	132,316
Leasehold improvements	<u>86,624</u>	<u>50,243</u>
Total costs	394,136	346,634
Less: accumulated depreciation	<u>314,505</u>	<u>285,011</u>
Property and equipment	<u>\$ 79,631</u>	<u>\$ 61,623</u>

4) Fair value measurement

ASC 820, *Fair Value Measurements*, establishes a framework for measuring fair value. That framework provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (level 1 measurements) and the lowest priority to unobservable inputs (level 3 measurements). The three levels of the fair value hierarchy under ASC 820 are described below:

Level 1 Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets that the Organization has the ability to access.

Level 2 Inputs to the valuation methodology include:

- Quoted prices for similar assets or liabilities in active markets;
- Quoted prices for identical or similar assets or liabilities in inactive markets;
- Inputs other than quoted prices that are observable for the asset or liability;
- Inputs that are derived principally from or corroborated by observable market data by correlation or other means.

If the asset or liability has a specified (contractual) term, the Level 2 input must be observable for substantially the full term of the asset or liability.

Level 3 Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

The asset's or liability's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques used need to maximize the use of observable inputs and minimize the use of unobservable inputs.

The following is a description of the valuation methodologies used for assets measured at fair value. There have been no changes in the methodologies used at December 31, 2023.

Money market funds: Valued at net asset value, which is fair value.

Mutual funds: Valued at net asset value, which is fair market value, as the assets are market-to-market on a daily basis.

GREATER NEW ORLEANS, INC., AND AFFILIATE
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

For the Years Ended December 31, 2023 and 2022

4) Fair value measurement (continued)

The method described above may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, while the Organization believes its valuation method is appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different measurement at the reporting date.

The following table sets forth by level, within the fair value hierarchy, the Organization's assets at fair value as of December 31, 2023 and 2022:

<u>Description</u>	<u>2023</u>		<u>2022</u>	
	Cost	Quoted Prices In Active Markets (Level 1)	Cost	Quoted Prices In Active Markets (Level 1)
Money market funds	\$ 29,925	\$ 21,552	\$ 18,759	\$ 34,252
Mutual funds	1,109,208	1,215,321	1,043,215	1,009,238
Totals	<u>\$ 1,139,133</u>	<u>\$ 1,236,873</u>	<u>\$ 1,061,974</u>	<u>\$ 1,043,490</u>

5) Employee benefit plan

GNO, Inc. maintains a 401(k)-retirement plan for the benefit of all eligible employees. Employer contributions to the plan are determined annually by the Board of Directors. For the years ended December 31, 2023 and 2022, GNO, Inc. contributed \$108,176 and \$87,428 to the plan, respectively.

In December 2019, GNO, Inc. established an eligible Section 457(b) deferred compensation plan "the Deferred Plan" for select management employees to permit those employees to defer receipt of current compensation in order to provide retirement benefits on behalf of such employees. GNO, Inc. may provide a matching contribution to the Deferred Plan and may make discretionary contributions to the Deferred Plan as determined by the Board of Directors. For the years ended December 31, 2023 and 2022, GNO, Inc. contributed \$22,500 and \$20,500, respectively.

The Deferred Plan is not intended to be a qualified plan under the provisions of the Internal Revenue Code. It is intended to be unfunded and, therefore, all compensation deferred under the Deferred Plan is held by GNO, Inc. and commingled with its general assets. The total amount deferred on the Plan is \$200,125 and \$155,292 as of December 31, 2023 and 2022, respectively, and is included in accrued payroll liabilities on the statement of financial position.

6) Operating leases

GNO, Inc. and the Foundation leases office space under an agreement, which is classified as an operating lease. The lease does not contain a significant residual value guaranty and does not impose significant restrictions or covenants.

GREATER NEW ORLEANS, INC., AND AFFILIATE
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

For the Years Ended December 31, 2023 and 2022

6) Operating leases (continued)

At December 31, 2023, the remaining lease term for the operating lease was approximately 6 years. The discount rate for the operating lease was 4.5%.

The table below presents certain information related to lease costs for the year ended December 31, 2023:

	<u>2023</u>	<u>2022</u>
Operating lease right-of-use asset	\$ 1,176,664	\$ 1,300,788
Less: accumulated amortization	<u>(129,826)</u>	<u>(124,124)</u>
Operating lease right-of-use asset, net	<u>\$ 1,046,838</u>	<u>\$ 1,176,664</u>

Maturities of lease liabilities as of December 31, 2023 are as follows:

For the years ending December 31:	<u>Amount</u>
2024	\$ 180,122
2025	180,122
2026	180,122
2027	180,122
2028	180,122
Thereafter	<u>315,198</u>
Total	1,215,808
Less: interest	<u>(168,970)</u>
Present value of lease liability	1,046,838
Less: current portion	<u>(180,122)</u>
Operating lease right-of-use obligation, less current portion	<u>\$ 866,716</u>

7) Deferred revenue

The following table provides information about significant changes in deferred revenue for the year ended December 31, 2022 and 2023:

	<u>2023</u>	<u>2022</u>
Deferred Revenue, beginning of year	\$ 258,831	\$ 141,850
Increase in deferred revenue due to cash received during the period	<u>305,240</u>	<u>116,981</u>
Deferred revenue, end of year	<u>\$ 564,071</u>	<u>\$ 258,831</u>

GREATER NEW ORLEANS, INC., AND AFFILIATE
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

For the Years Ended December 31, 2023 and 2022

8) Contributed nonfinancial assets

For the years ended December 31, 2023 and 2022, contributed nonfinancial assets recognized within the consolidated statements of activities included the following:

	2023	2022
Advertising	\$ 113,996	\$ 150,977
Computer operations	10,896	10,896
Consulting services	80,000	82,500
Meetings and events	45,955	36,755
Payroll processing fees	25,560	19,048
Travel	12,050	8,750
Website development	-	17,952
	\$ 288,457	\$ 326,878

Contributed services are recognized at fair value based on current rates for similar services.

9) Liquidity and availability

Financial assets available for general expenditure, that is, without donor or other restrictions limiting their use, within one year of the statement of financial position date, comprise the following:

	2023	2022
Financial assets:		
Cash and cash equivalents	\$ 1,373,134	\$ 1,516,798
Accounts receivable	2,436,140	1,781,750
Financial assets, at year end	3,809,274	3,298,548
Less those unavailable for general expenditure within one year, due to		
Restriction by donor for specified purpose	(636,883)	(369,907)
Financial assets available to meet cash needs for general expenditure within one year	\$ 3,172,391	\$ 2,928,641

10) Management fees

The Organization leverages several local contracts to provide back-office support, primarily in accounting and administrative services. These partnerships generated revenue of \$305,500 and \$108,000 for the fiscal years ended December 31, 2023 and 2022, respectively. The associated costs for these services were \$285,042, and \$85,136 for 2023 and 2022, respectively. Outsourcing back-office functions can be a cost-effective strategy, allowing the Organization to focus on its core competencies and also allows it to provide accounting and administrative support to the local businesses.

GREATER NEW ORLEANS, INC., AND AFFILIATE
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

For the Years Ended December 31, 2023 and 2022

11) Newly formed entities

The Organization’s senior leadership established two new entities, Greater New Orleans Regional Growth Fund Management, LLC (“LLC” established in December 2023) and the Greater New Orleans Regional Growth Fund, LP (“LP” established in March 2024), with the intention to facilitate investment in the Greater New Orleans region through participation in the State Small Business Credit Initiative (SSBCI) program. These entities, structured with the Greater New Orleans Development Foundation as the sole member of the LLC and the LLC holding a 99% stake as the general partner of the LP (with the Organization’s CEO as the initial 1% limited partner), were created to participate in the SSBCI program. However, since their formation, there have been no significant transactions beyond minimal setup costs. As of the date of this report, management believes these entities will remain dormant and is looking for alternative ways to engage with the Louisiana Economic Development Corporation to secure investment funds.

12) Restrictions on net assets

For the years ended December 31, 2023 and 2022, Greater New Orleans, Inc. did not have donor restricted grants subject to expenditures for specified purposes. Net assets with donor restrictions subject to expenditures for specified purposes as of December 31, 2023 and 2022 consisted of the following:

	<u>2023</u>	<u>2022</u>
Foundation:		
Coastal Vitality Project	\$ 214,074	\$ 57,057
Coronavirus Economic Response + Recovery	-	76,127
Crime Tech Task Force	66,781	71,556
ECMC Foundation	11,300	11,300
EDI Digital	1,313	25,270
FEMA	15,303	15,303
Resilience Lab	10,119	10,119
GNOF - La SAFE	6,053	6,053
GNOu - Industry Driven Workforce Partnerships	182,200	-
IT Anywhere	11,738	11,738
Kresge Foundation	5,315	5,315
Lupin Foundation	720	720
Maritime Workforce Study	2,752	2,752
Upskilling LI50+ Workforce	17,620	-
Technology Workforce Access Program	6,403	6,403
Walton - NOLA 300	25,000	25,000
Youthforce NOLA	60,192	45,194
Total donor restricted assets	<u>\$ 636,883</u>	<u>\$ 369,907</u>

GREATER NEW ORLEANS, INC., AND AFFILIATE
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

For the Years Ended December 31, 2023 and 2022

13) Net assets released from restrictions

Net assets were released from restrictions by incurring expenses satisfying the restricted purpose or by occurrence of the passage of time or other events specified by the donor as follows for the years ended December 31, 2023 and 2022:

	<u>2023</u>	<u>2022</u>
Satisfaction of purpose restrictions		
Upskilling LI50+ Workforce	\$ 19,880	\$ 131,496
Crime Tech Task Force	4,775	2,775
Coronavirus Response + Recovery	76,127	138,964
ECMC Foundation	92,984	-
Coastal Vitality Project	23,957	271,663
Capital One - Increasing EDI in Digi	-	35,867
Expanding Opportunities and Building Capacity for Paid Internships	-	7,884
GNOu Industry Driven Workforce Partnerships	117,800	-
	<u>335,523</u>	<u>588,649</u>
Restricted-purpose spending-rate distributions and appropriations		
Regional STEM Network and Center	276,758	225,725
GNO Opportunity Zone Strategy and Promotion	-	47,137
Mechatronics Apprenticeship Program	-	67,309
Veteran Employment Transition	86,215	-
Preparing our Workforce for Energy Renewal Project	75,906	111,327
GNOu Demand-Driven Training/Degree Programs	-	107,342
GNO Pivot 2.0 Initiative	328,850	253,105
H2theFutue Initiative	2,544,166	501,555
Project Rebirth	145,734	47,548
Value-Added Manufacturing Initiative	-	23,172
Regional Food Systems Partnership Program	97,722	126,657
	<u>3,555,351</u>	<u>1,510,877</u>
Total net assets released from restrictions	<u>\$ 3,890,874</u>	<u>\$ 2,099,526</u>

14) Accounting policy for promises to give and allowance for credit losses

Promises to give are stated at the amount GNO, Inc. and the Foundation expects to collect. GNO, Inc. and the Foundation maintains allowances for credit losses for estimated losses resulting from the inability of its customers to make required payments. Management considers the following factors when determining the collectability of specific customer accounts: customer creditworthiness, past transaction history with the customer, current economic industry trends, and changes in customer payment terms. Past due balances over 90 days and other higher risk amounts are reviewed individually for collectability. If the financial condition of GNO, Inc. and the Foundation's customers were to deteriorate, adversely affecting their ability to make

GREATER NEW ORLEANS, INC., AND AFFILIATE
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

For the Years Ended December 31, 2023 and 2022

14) Accounting policy for promises to give and allowance for credit losses (continued)

payments, additional allowances would be required. Based on management's assessment, GNO, Inc. and the Foundation provides for estimated uncollectible amounts through a charge to earnings and a credit to a valuation allowance. Balances that remain outstanding after GNO, Inc. and the Foundation has used reasonable collection efforts are written off through a charge to the valuation allowance and a credit to Promises to give. Promises to give are presented net of the allowance for credit losses of \$2,436,140 and \$1,781,750 for the years ended December 31, 2023 and 2022, respectively.

The changes in the allowance for credit losses for Promises to give are as follows:

	2023	2022
Beginning balance	\$ 267,257	\$ 436,687
Write-offs	(39,243)	(67,983)
Recoveries	(29,014)	(101,447)
Ending balance	\$ 199,000	\$ 267,257

15) Reclassification

The presentation of in-kind donations has been reclassified in the prior year's consolidated financial statements to align it with the current year's presentation. Previously, in-kind donations were included in the Investor contributions category on the consolidated statements of activities. For improved clarity, in-kind donations are now presented in a separate line item titled In-kind donations within the Revenues section of the consolidated statement of activities. This change in presentation does not affect Change in net assets.

16) Subsequent events

Management evaluated subsequent events through the date of the auditor's report, the date which the consolidated financial statements were available to be issued. Except as noted in Note 11, there were no material subsequent events that required recognition or additional disclosure in these consolidated financial statements.

INDEPENDENT AUDITOR'S REPORT ON CONSOLIDATING INFORMATION

To the Board of Directors
Greater New Orleans, Inc. and affiliate
Greater New Orleans Development Foundation
New Orleans, Louisiana

We have audited the consolidated financial statements of Greater New Orleans, Inc. and affiliate, Greater New Orleans Development Foundation as of and for the years ended December 31, 2023 and 2022, and our report thereon dated June 28, 2024, which expressed an unmodified opinion on those financial statements, appears on pages 1-2. Our audits were conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The consolidating statements of financial position and consolidating statements of activities are presented for purposes of additional analysis and are not a required part of the consolidated 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 consolidated financial statements. The information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated 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 consolidated financial statements as a whole.

Metairie, Louisiana
June 28, 2024

GREATER NEW ORLEANS, INC., AND AFFILIATE
SUPPLEMENTARY INFORMATION - CONSOLIDATING STATEMENT OF FINANCIAL POSITION

December 31, 2023

	Greater New Orleans, Inc.	Foundation	Totals Before Consolidating Entries	Consolidating Entries	Consolidated Totals
ASSETS					
Current assets					
Cash and cash equivalents	\$ 329,583	\$ 1,043,551	\$ 1,373,134	\$ -	\$ 1,373,134
Promises to give, net	1,832,658	1,511,655	3,344,313	(908,173)	2,436,140
Other current assets	79,243	-	79,243	-	79,243
Total current assets	<u>2,241,484</u>	<u>2,555,206</u>	<u>4,796,690</u>	<u>(908,173)</u>	<u>3,888,517</u>
Property and equipment, net	79,631	-	79,631	-	79,631
Investments	220,759	1,016,114	1,236,873	-	1,236,873
Other noncurrent assets	24,074	-	24,074	-	24,074
Right of use assets - operating, net	1,046,838	-	1,046,838	-	1,046,838
Total assets	<u>\$ 3,612,786</u>	<u>\$ 3,571,320</u>	<u>\$ 7,184,106</u>	<u>\$ (908,173)</u>	<u>\$ 6,275,933</u>
LIABILITIES					
Current liabilities					
Accounts payable	\$ 73,802	\$ 1,155,428	\$ 1,229,230	\$ (908,173)	\$ 321,057
Accrued payroll liabilities	453,427	16,305	469,732	-	469,732
Deferred revenue	304,274	259,797	564,071	-	564,071
Current portion of operating lease obligations	180,122	-	180,122	-	180,122
Other liabilities	1,975	-	1,975	-	1,975
Total current liabilities	<u>1,013,600</u>	<u>1,431,530</u>	<u>2,445,130</u>	<u>(908,173)</u>	<u>1,536,957</u>
Operating lease obligations, net	866,716	-	866,716	-	866,716
Total liabilities	<u>1,880,316</u>	<u>1,431,530</u>	<u>3,311,846</u>	<u>(908,173)</u>	<u>2,403,673</u>
NET ASSETS					
Net assets					
Without donor restrictions	1,732,470	1,502,907	3,235,377	-	3,235,377
With donor restrictions	-	636,883	636,883	-	636,883
Total net assets	<u>1,732,470</u>	<u>2,139,790</u>	<u>3,872,260</u>	<u>-</u>	<u>3,872,260</u>
Total liabilities and net assets	<u>\$ 3,612,786</u>	<u>\$ 3,571,320</u>	<u>\$ 7,184,106</u>	<u>\$ (908,173)</u>	<u>\$ 6,275,933</u>

GREATER NEW ORLEANS, INC., AND AFFILIATE
SUPPLEMENTARY INFORMATION - CONSOLIDATING STATEMENT OF FINANCIAL POSITION

December 31, 2022

	Greater New Orleans, Inc.	Foundation	Totals Before Consolidating Entries	Consolidating Entries	Consolidated Totals
ASSETS					
Current assets					
Cash and cash equivalents	\$ 459,313	\$ 1,057,485	\$ 1,516,798	\$ -	\$ 1,516,798
Promises to give, net	1,569,663	695,229	2,264,892	(483,142)	1,781,750
Other current assets	89,145	-	89,145	-	89,145
Total current assets	<u>2,118,121</u>	<u>1,752,714</u>	<u>3,870,835</u>	<u>(483,142)</u>	<u>3,387,693</u>
Property and equipment, net	61,623	-	61,623	-	61,623
Investments	148,925	894,565	1,043,490	-	1,043,490
Other noncurrent assets	21,588	-	21,588	-	21,588
Right of use assets - operating, net	<u>1,176,664</u>	<u>-</u>	<u>1,176,664</u>	<u>-</u>	<u>1,176,664</u>
Total assets	<u>\$ 3,526,921</u>	<u>\$ 2,647,279</u>	<u>\$ 6,174,200</u>	<u>\$ (483,142)</u>	<u>\$ 5,691,058</u>
LIABILITIES					
Current liabilities					
Accounts payable	\$ 67,914	\$ 498,176	\$ 566,090	\$ (483,142)	\$ 82,948
Accrued payroll liabilities	445,293	16,303	461,596	-	461,596
Deferred revenue	204,073	54,758	258,831	-	258,831
Current portion of operating lease obligations	180,122	-	180,122	-	180,122
Total current liabilities	<u>897,402</u>	<u>569,237</u>	<u>1,466,639</u>	<u>(483,142)</u>	<u>983,497</u>
Operating lease obligations, net	<u>996,542</u>	<u>-</u>	<u>996,542</u>	<u>-</u>	<u>996,542</u>
Total liabilities	<u>1,893,944</u>	<u>569,237</u>	<u>2,463,181</u>	<u>(483,142)</u>	<u>1,980,039</u>
NET ASSETS					
Net assets					
Without donor restrictions	1,632,977	1,708,135	3,341,112	-	3,341,112
With donor restrictions	-	369,907	369,907	-	369,907
Total net assets	<u>1,632,977</u>	<u>2,078,042</u>	<u>3,711,019</u>	<u>-</u>	<u>3,711,019</u>
Total liabilities and net assets	<u>\$ 3,526,921</u>	<u>\$ 2,647,279</u>	<u>\$ 6,174,200</u>	<u>\$ (483,142)</u>	<u>\$ 5,691,058</u>

GREATER NEW ORLEANS, INC., AND AFFILIATE
SUPPLEMENTARY INFORMATION - CONSOLIDATING STATEMENT OF ACTIVITIES

For the Year Ended December 31, 2023

	GNO, Inc. Without Donor Restrictions	GNO, Inc. With Donor Restrictions	Foundation Without Donor Restrictions	Foundation With Donor Restrictions	Totals Before Consolidating Entries	Consolidating Entries	Consolidated Totals
Revenues							
Investor contributions	\$ 2,066,550	\$ -	\$ 523,550	\$ -	\$ 2,590,100	\$ -	\$ 2,590,100
Sponsorship	487,927	-	113,000	-	600,927	-	600,927
Grants	739,694	-	403,398	4,157,850	5,300,942	-	5,300,942
Management fees	1,440,134	-	112,880	-	1,553,014	(1,247,514)	305,500
Investment income, net	27,106	-	134,677	-	161,783	-	161,783
In-kind donations	261,283	-	27,174	-	288,457	-	288,457
Other income	55,145	-	19,641	-	74,786	-	74,786
Net assets released from restrictions	-	-	3,890,874	(3,890,874)	-	-	-
Total revenues	5,077,839	-	5,225,194	266,976	10,570,009	(1,247,514)	9,322,495
Expenses							
Program services							
Grants	871,650	-	4,713,961	-	5,585,611	(878,954)	4,706,657
Initiatives	358,214	-	214,213	-	572,427	-	572,427
Public	399,641	-	-	-	399,641	-	399,641
Business development	565,739	-	-	-	565,739	-	565,739
Communications	149,779	-	-	-	149,779	-	149,779
Supporting services							
General and administrative	2,633,323	-	502,248	-	3,135,571	(368,560)	2,767,011
Total expenses	4,978,346	-	5,430,422	-	10,408,768	(1,247,514)	9,161,254
Change in net assets	99,493	-	(205,228)	266,976	161,241	-	161,241
Net assets							
Beginning of year	1,632,977	-	1,708,135	369,907	3,711,019	-	3,711,019
End of year	<u>\$ 1,732,470</u>	<u>\$ -</u>	<u>\$ 1,502,907</u>	<u>\$ 636,883</u>	<u>\$ 3,872,260</u>	<u>\$ -</u>	<u>\$ 3,872,260</u>

GREATER NEW ORLEANS, INC., AND AFFILIATE
SUPPLEMENTARY INFORMATION - CONSOLIDATING STATEMENT OF ACTIVITIES

For the Year Ended December 31, 2022

	GNO, Inc. Without Donor Restrictions	GNO, Inc. With Donor Restrictions	Foundation Without Donor Restrictions	Foundation With Donor Restrictions	Totals Before Consolidating Entries	Consolidating Entries	Consolidated Totals
Revenues							
Investor contributions	\$ 2,153,750	\$ -	\$ 630,564	\$ -	\$ 2,784,314	\$ -	\$ 2,784,314
Sponsorship	378,959	-	51,261	-	430,220	-	430,220
Grants	955,007	-	126,624	2,044,951	3,126,582	-	3,126,582
Management fees	1,212,334	-	117,671	-	1,330,005	(1,222,005)	108,000
Investment loss, net	(25,641)	-	(160,348)	-	(185,989)	-	(185,989)
In-kind donations	315,983	-	10,895	-	326,878	-	326,878
Other income	65,000	-	15,160	-	80,160	-	80,160
Net assets released from restrictions	-	-	2,099,526	(2,099,526)	-	-	-
Total revenues	5,055,392	-	2,891,353	(54,575)	7,892,170	(1,222,005)	6,670,165
Expenses							
Program services							
Grants	1,033,381	-	2,463,160	-	3,496,541	(935,003)	2,561,538
Initiatives	338,811	-	21,236	-	360,047	-	360,047
Public	313,550	-	-	-	313,550	-	313,550
Business development	631,705	-	-	-	631,705	-	631,705
Communications	137,919	-	-	-	137,919	-	137,919
Supporting services							
General and administrative	2,388,719	-	638,587	-	3,027,306	(287,002)	2,740,304
Total expenses	4,844,085	-	3,122,983	-	7,967,068	(1,222,005)	6,745,063
Change in net assets	211,307	-	(231,630)	(54,575)	(74,898)	-	(74,898)
Net assets							
Beginning of year	1,421,670	-	1,939,765	424,482	3,785,917	-	3,785,917
End of year	<u>\$ 1,632,977</u>	<u>\$ -</u>	<u>\$ 1,708,135</u>	<u>\$ 369,907</u>	<u>\$ 3,711,019</u>	<u>\$ -</u>	<u>\$ 3,711,019</u>

GREATER NEW ORLEANS, INC.
SUPPLEMENTARY INFORMATION - CONSOLIDATING STATEMENT OF FUNCTIONAL EXPENSES
For the Year Ended December 31, 2023

	GNO, Inc.						Greater New Orleans Development Foundation			Totals Before Consolidating Entries	Consolidating Entries	Consolidated Totals
	Program Services						Program Services					
	Grants	Initiatives	Public	Business Development	Communications	General & Administrative	Grants	Initiatives	General & Administrative			
Bad debt expense	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 39,243	\$ -	\$ -	\$ -	\$ 39,243	\$ -	\$ 39,243
Bank service charge	-	-	-	-	-	3,071	-	-	-	3,071	-	3,071
Contracted staff expenses	52,121	-	-	-	-	-	70,719	-	270	123,110	-	123,110
Consultants	134,100	11,900	74,000	-	-	118,827	663,758	-	67,000	1,069,585	-	1,069,585
Development	45,810	22,742	17,950	249	-	20,687	23,331	1,520	-	132,289	-	132,289
Depreciation	-	-	-	-	-	29,493	-	-	-	29,493	-	29,493
Dues and subscriptions	54,072	-	-	17,704	-	24,612	19,285	-	5,760	121,433	-	121,433
Grants	-	5,000	-	-	-	-	1,612,486	155,000	-	1,772,486	-	1,772,486
Grant administration	240,370	-	-	-	-	-	852,410	-	(852,410)	240,370	-	240,370
Insurance	-	-	(2,932)	(41,203)	(4,853)	165,086	-	-	61,361	177,459	-	177,459
Indirect overhead	-	-	-	-	-	-	430,082	-	(430,082)	-	-	-
Marketing	32,283	-	-	-	-	113,996	1,873	-	-	148,152	-	148,152
Meetings and events	24,471	252,075	31,327	22,279	-	33,607	89,670	55,747	9,343	518,519	-	518,519
Management fee	72,880	-	-	-	-	-	806,074	-	368,560	1,247,514	(1,247,514)	-
Merchant credit card fees	-	-	-	-	-	8,363	-	16	1	8,380	-	8,380
Payroll service fees	-	-	-	-	-	33,173	-	-	18,165	51,338	-	51,338
Payroll taxes	-	-	17,939	47,785	10,882	72,539	-	-	75,943	225,088	-	225,088
Postage and delivery	-	-	-	46	-	1,515	-	-	123	1,684	-	1,684
Printing and reproduction	3,415	27,908	2,500	717	-	16,131	3,182	782	519	55,154	-	55,154
Professional services	-	-	-	-	-	40,245	-	992	3,000	44,237	-	44,237
Public relations	126,000	-	-	-	-	-	-	-	-	126,000	-	126,000
Rent expense	26,400	-	-	1,201	-	189,330	-	-	-	216,931	-	216,931
Repairs and maintenance	-	-	-	-	-	78	-	-	-	78	-	78
Salary and wages	-	-	231,250	451,264	143,750	1,433,145	-	-	1,102,850	3,362,259	-	3,362,259
Service awards	6,254	1,232	1,063	172	-	1,075	897	-	247	10,940	-	10,940
Storage	-	-	-	-	-	5,384	-	-	-	5,384	-	5,384
Supplies	4,076	3,338	5,663	596	-	10,092	1,277	-	660	25,702	-	25,702
Training and development	3,055	-	-	-	-	3,395	5,909	-	-	12,359	-	12,359
Technology	1,029	64	290	500	-	47,795	18,891	-	-	68,569	-	68,569
Telephone	-	-	-	4,925	-	25,809	659	-	5,673	37,066	-	37,066
Travel, meals and entertainment	9,386	33,955	20,591	59,504	-	114,225	61,473	156	39,341	338,631	-	338,631
Website development	35,928	-	-	-	-	155	51,985	-	-	88,068	-	88,068
401K contributions	-	-	-	-	-	82,252	-	-	25,924	108,176	-	108,176
Total expenses	\$ 871,650	\$ 358,214	\$ 399,641	\$ 565,739	\$ 149,779	\$ 2,633,323	\$ 4,713,961	\$ 214,213	\$ 502,248	\$ 10,408,768	\$ (1,247,514)	\$ 9,161,254

GREATER NEW ORLEANS, INC.
SUPPLEMENTARY INFORMATION - CONSOLIDATING STATEMENT OF FUNCTIONAL EXPENSES
For the Year Ended December 31, 2022

	GNO, Inc.						Greater New Orleans Development Foundation			Totals Before Consolidating Entries	Consolidating Entries	Consolidated Totals
	Program Services						Program Services					
	Grants	Initiatives	Public	Business Development	Communications	General & Administrative	Grants	Initiatives	General & Administrative			
Bad debt expense	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 17,500	\$ -	\$ -	\$ 50,483	\$ 67,983	\$ -	\$ 67,983
Bank service charge	-	-	-	-	-	2,761	-	-	52	2,813	-	2,813
Contracted staff expenses	30,595	-	-	-	-	-	73,891	-	-	104,486	-	104,486
Consultants	251,237	4,000	104,000	68,675	-	98,459	220,598	-	228,132	975,101	-	975,101
Development	49,670	13,266	9,500	2,748	-	22,884	57,143	-	-	155,211	-	155,211
Depreciation	-	-	-	-	-	15,552	-	-	-	15,552	-	15,552
Dues and subscriptions	66,840	-	822	21,300	-	26,515	472	-	7,233	123,182	-	123,182
Grants	-	-	-	-	-	-	252,150	-	100,000	352,150	-	352,150
Grant administration	264,622	-	-	-	-	-	490,922	-	(490,922)	264,622	-	264,622
Insurance	430	-	(1,637)	(43,346)	(3,448)	150,123	-	-	37,061	139,183	-	139,183
Indirect overhead	-	-	-	-	-	-	353,473	-	(353,473)	-	-	-
Marketing	103,460	10,868	-	-	-	151,907	3,990	-	-	270,225	-	270,225
Meetings and events	19,003	180,047	1,506	20,156	-	30,079	42,822	20,810	1,218	315,641	-	315,641
Management fee	89,671	-	-	-	-	-	845,332	-	287,002	1,222,005	(1,222,005)	-
Merchant credit card fees	-	-	-	-	-	8,950	-	19	-	8,969	-	8,969
Payroll service fees	-	-	-	-	-	28,537	-	-	10,569	39,106	-	39,106
Payroll taxes	-	-	13,747	47,878	10,016	57,416	-	-	48,005	177,062	-	177,062
Postage and delivery	-	-	92	377	-	1,082	16	-	-	1,567	-	1,567
Printing and reproduction	869	9,770	101	370	101	14,626	4,576	-	747	31,160	-	31,160
Professional services	-	-	-	-	-	20,900	2,438	-	2,900	26,238	-	26,238
Public relations	126,000	-	-	-	-	-	-	-	-	126,000	-	126,000
Rent expense	24,565	-	-	1,170	-	185,902	9,900	-	-	221,537	-	221,537
Repairs and maintenance	-	-	-	-	-	5,620	-	-	5,620	5,620	-	5,620
Salary and wages	-	-	176,756	456,720	131,250	1,238,714	-	-	669,312	2,672,752	-	2,672,752
Service awards	-	8,237	-	1,221	-	9,140	1,771	-	-	20,369	-	20,369
Storage	-	-	-	-	-	5,386	-	-	-	5,386	-	5,386
Supplies	-	837	-	754	-	17,004	2,990	-	330	21,915	-	21,915
Training and development	-	-	-	-	-	2,591	-	-	750	3,341	-	3,341
Technology	-	-	-	158	-	48,151	12,680	-	23	61,012	-	61,012
Telephone	-	-	-	5,060	-	23,092	586	-	4,477	33,215	-	33,215
Travel, meals and entertainment	6,419	111,786	8,663	48,464	-	119,246	35,635	407	21,194	351,814	-	351,814
Website development	-	-	-	-	-	12,953	51,775	-	(305)	64,423	-	64,423
401K contributions	-	-	-	-	-	73,629	-	-	13,799	87,428	-	87,428
Total expenses	\$ 1,033,381	\$ 338,811	\$ 313,550	\$ 631,705	\$ 137,919	\$ 2,388,719	\$ 2,463,160	\$ 21,236	\$ 638,587	\$ 7,967,068	\$ (1,222,005)	\$ 6,745,063

UNIFORM GUIDANCE COMPLIANCE AND
GOVERNMENT AUDITING STANDARD REPORTS

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

To the Board of Directors
Greater New Orleans, Inc. and its affiliate,
Greater New Orleans Development Foundation
New Orleans, Louisiana

We have audited, in accordance with the 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 consolidated financial statements of Greater New Orleans, Inc., and its affiliate's, Greater New Orleans Development Foundation, which comprise the consolidated statement of financial position as of December 31, 2023, and the related consolidated statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the consolidated financial statements and have issued our report thereon dated June 28, 2024.

Report on Internal Control Over Financial Reporting

In planning and performing our audit of the consolidated financial statements, we considered Greater New Orleans, Inc. and its affiliate's, Greater New Orleans Development Foundation, internal control over financial reporting (internal control) as a basis for designing procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the consolidated financial statements, but not for the purpose of expressing an opinion on the effectiveness of Greater New Orleans, Inc. and its affiliate's, Greater New Orleans Development Foundation, internal control. Accordingly, we do not express an opinion on the effectiveness of Greater New Orleans, Inc. and its affiliate's, Greater New Orleans Development Foundation, 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 over financial reporting that we consider to be material weaknesses. However, material weaknesses or significant deficiencies may exist that have not been identified.

Report on Compliance and Other Matters

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

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the entity's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the entity's internal control and compliance. Accordingly, this communication is not suitable for any other purpose. Under Louisiana Revised Statute 24:513, this report is distributed by the Legislative Auditor as a public document.

Metairie, Louisiana
June 28, 2024

Wegmann Dazet APC

INDEPENDENT AUDITOR’S REPORT ON COMPLIANCE FOR
EACH MAJOR PROGRAM AND
ON INTERNAL CONTROL OVER
COMPLIANCE IN ACCORDANCE WITH THE UNIFORM GUIDANCE

To the Board of Directors
Greater New Orleans, Inc. and its affiliate,
Greater New Orleans Development Foundation
New Orleans, Louisiana

Report on Compliance for Each Major Federal Program

Opinion on Each Major Federal Program

We have audited Greater New Orleans, Inc. and affiliate’s, Greater New Orleans Development Foundation compliance with the types of compliance requirements identified as subject to audit in the *OMB Compliance Supplement* that could have a direct and material effect on each of Greater New Orleans, Inc. and affiliate’s, Greater New Orleans Development Foundation, major federal programs for the year ended December 31, 2023. Greater New Orleans, Inc. and affiliate’s, Greater New Orleans Development Foundation, major federal programs are identified in the summary of auditor’s results section of the accompanying schedule of findings and questioned costs.

In our opinion, Greater New Orleans, Inc. and affiliate’s, Greater New Orleans Development Foundation, complied, in all material respects, with the compliance requirements referred to above that could have a direct and material effect on each of its major federal programs for the year ended December 31, 2023.

Basis for Opinion on Each Major Federal Program

We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States of America (GAAS); the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States (*Government Auditing Standards*); and the audit requirements of Title 2 U.S. *Code of Federal Regulations* Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* (Uniform Guidance). Our responsibilities under those standards and the Uniform Guidance are further described in the Auditor’s Responsibilities for the Audit of Compliance section of our report.

We are required to be independent of Greater New Orleans, Inc. and affiliate and to meet our other ethical responsibilities, in accordance with relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion on compliance for each major federal program. Our audit does not provide a legal determination of Greater New Orleans, Inc. and affiliate’s, Greater New Orleans Development Foundation, compliance with the compliance requirements referred to above.

Responsibilities of Management for Compliance

Management is responsible for compliance with the requirements referred to above and for the design, implementation, and maintenance of effective internal control over compliance with the requirements of laws, statutes, regulations, rules and provisions of contracts or grant agreements applicable to Greater New Orleans, Inc. and affiliate’s, Greater New Orleans Development Foundation, federal programs.

Auditor's Responsibilities for the Audit of Compliance

Our objectives are to obtain reasonable assurance about whether material noncompliance with the compliance requirements referred to above occurred, whether due to fraud or error, and express an opinion on Greater New Orleans, Inc. and affiliate's, Greater New Orleans Development Foundation, compliance based on our audit. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS, *Government Auditing Standards*, and the Uniform Guidance will always detect material noncompliance when it exists. The risk of not detecting material noncompliance resulting from fraud is higher than for that resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Noncompliance with the compliance requirements referred to above is considered material, if there is a substantial likelihood that, individually or in the aggregate, it would influence the judgment made by a reasonable user of the report on compliance about Greater New Orleans, Inc. and affiliate's, Greater New Orleans Development Foundation, compliance with the requirements of each major federal program as a whole.

In performing an audit in accordance with GAAS, *Government Auditing Standards*, and the Uniform Guidance, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material noncompliance, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding Greater New Orleans, Inc. and affiliate's, Greater New Orleans Development Foundation, compliance with the compliance requirements referred to above and performing such other procedures as we considered necessary in the circumstances.
- Obtain an understanding of Greater New Orleans, Inc. and affiliate's, Greater New Orleans Development Foundation, internal control over compliance relevant to the audit in order to design audit procedures that are appropriate in the circumstances and to test and report on internal control over compliance in accordance with the Uniform Guidance, but not for the purpose of expressing an opinion on the effectiveness of Greater New Orleans, Inc. and affiliate's, Greater New Orleans Development Foundation, internal control over compliance. Accordingly, no such opinion is expressed.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and any significant deficiencies and material weaknesses in internal control over compliance that we identified during the audit.

Report on Internal Control Over Compliance

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

Our consideration of internal control over compliance was for the limited purpose described in the *Auditor's Responsibilities for the Audit of Compliance* section above and was not designed to identify all deficiencies in internal control over compliance that might be material weaknesses or significant deficiencies in internal control over compliance. Given these limitations, during our audit, we did not identify any deficiencies in internal control

GREATER NEW ORLEANS, INC., AND AFFILIATE
SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS

For the Year Ended December 31, 2023

over compliance that we consider to be material weaknesses, as defined above. However, material weaknesses or significant deficiencies in internal control over compliance may exist that were not identified.

Our audit was not designed for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, no such opinion is expressed.

The purpose of this report on internal control over compliance is solely to describe the scope of our testing of internal control over compliance and the results of that testing based on the requirements of the Uniform Guidance. Accordingly, this report is not suitable for any other purpose.

Metairie, Louisiana
June 28, 2024

Wegmann Bazet APC

GREATER NEW ORLEANS, INC., AND AFFILIATE
SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS
For the Year Ended December 31, 2023

Federal Grantor/Pass-through Grantor/Program	Federal A.L. Number	Agency or Passthrough Agency Number	Passed Through to Subrecipients	Federal Expenditures
U.S. Department of Labor				
Passed through from the following entities:				
WIOA Dislocated Worker National Reserve Demonstration				
NextOp, Inc.	17.280	MI-35532-20-60-A-22	\$ -	\$ 87,019
River Parishes Community College	17.280	MI-37029-19-60-A-22	-	75,906
			<u>-</u>	<u>162,925</u>
Total WIOA Dislocated Worker National Reserve Demonstration				
U.S. Department of Commerce				
U.S. Economic Development Administration				
Economic Adjustment Assistance				
American Rescue Plan Act Build Back Better				
Regional Challenge	11.307	08-79-05681	1,339,538	1,325,720
Scaling Pandemic Resilience through Innovation and Technology (SPRINT) Challenge	11.307	ED21HDQ3070041	-	338,795
			<u>1,339,538</u>	<u>1,664,515</u>
Total Economic Adjustment Assistance				
Election Assistance Commission				
Delta Regional Authority				
Delta Workforce Grant Program 2021	90.200	RW0413	111,475	34,259
U.S. Department of Agriculture				
Regional Food System Partnerships (RFSP)	10.177	AM21RFSPLA1005-00	25,000	72,982
			<u>\$ 1,476,013</u>	<u>\$ 1,934,681</u>
Total Expenditures of Federal Awards				

GREATER NEW ORLEANS, INC., AND AFFILIATE
NOTES TO THE SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS

For the Year Ended December 31, 2023

Note 1 General

The accompanying Schedule of Expenditures of Federal Awards presents the activity of all federal award programs of Greater New Orleans, Inc. and affiliate, Greater New Orleans Development Foundation. The reporting entity is defined in Note 1 to Greater New Orleans, Inc. and affiliate's, Greater New Orleans Development Foundation, consolidated financial statements. All federal award programs 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 on the accrual basis of accounting. The information in this schedule is presented in accordance with the requirements of *Title 2 U.S. Code of Federal Regulations Part 200, Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards (Uniform Guidance)*. Therefore, some amounts presented in this schedule may differ from amounts presented in, or used in the preparation of the basic financial statements. Greater New Orleans, Inc. and affiliate, Greater New Orleans Development Foundation, has not applied for its own indirect cost rate.

Note 3 Risk-based audit approach

The dollar threshold used to distinguish between Type A and Type B programs is \$750,000. The Organization does qualify as a low-risk auditee.

Note 4 Possible ineligible, disallowed and questioned costs

Greater New Orleans, Inc. and affiliate, Greater New Orleans Development Foundation, are subject to audits and investigations by state and federal agencies or their designees for compliance with contractual and programmatic requirements with regard to funding provided to Greater New Orleans, Inc. and Affiliate. The determination of whether any instances of noncompliance that will ultimately result in remittance by Greater New Orleans, Inc. and affiliate, Greater New Orleans Development Foundation, of any ineligible or disallowed costs cannot be presently determined.

Note 5 Indirect Cost Rate

Greater New Orleans, Inc. and affiliate, Greater New Orleans Development Foundation, has elected not to use the 10% de minimis indirect cost rate as allowed under the Uniform Guidance.

GREATER NEW ORLEANS, INC., AND AFFILIATE
SCHEDULE OF FINDINGS AND QUESTIONED COSTS

For the Year Ended December 31, 2023

SECTION I - SUMMARY OF THE AUDITOR'S RESULTS

1. Type of report issued on the consolidated financial statements: **Unmodified Opinion.**
2. Significant deficiencies in internal control were disclosed by the audit of the consolidated financial statements: **None reported.** Material weaknesses: **No.**
3. Noncompliance which is material to the consolidated financial statements: **None reported.**
4. Significant deficiencies in internal control over major programs: **No.** Material weaknesses: **No.**
5. Type of report issued on compliance for major programs: **Unmodified Opinion.**
6. Any audit findings which are required to be reported in accordance with 2CFR 200.516(a): **No.**
7. Major programs for the fiscal year ended December 31, 2023 were:
U.S. Economic Development Administration
Economic Adjustment Assistance (A.L. #11.307)
8. Dollar threshold used to distinguish between Type A and Type B programs: **\$750,000.**
9. Auditee qualified as a low-risk auditee under Uniform Guidance: **Yes.**
10. A management letter was issued: **No.**

SECTION II – FINANCIAL STATEMENT FINDINGS

No findings noted for the year ended December 31, 2023

SECTION III – FEDERAL AWARD FINDINGS

No findings noted for the year ended December 31, 2023

SECTION IV – FINDINGS AND QUESTIONED COSTS – PRIOR YEAR

Not applicable

SUPPLEMENTARY INFORMATION

GREATER NEW ORLEANS, INC. AND AFFILIATE
SUMMARY OF COMPENSATION, BENEFITS, AND OTHER
PAYMENTS TO AGENCY HEAD

For the Year Ended December 31, 2023

SUMMARY OF COMPENSATION

Michael Hecht
President & CEO

*None of the agency head's compensation was derived from state and/or local assistance

INDEPENDENT ACCOUNTANT'S REPORT
ON APPLYING AGREED-UPON PROCEDURES
FOR THE YEAR ENDED DECEMBER 31, 2023

To the Board of Directors of Greater New Orleans, Inc.
and affiliate, Greater New Orleans Development Foundation
and the Louisiana Legislative Auditor:

We have performed the procedures enumerated below on the control and compliance (C/C) areas identified in the Louisiana Legislative Auditor's (LLA's) Statewide Agreed-Upon Procedures (SAUPs) for the fiscal period January 1, 2023 through December 31, 2023. Greater New Orleans, Inc. and Affiliate (Entity) management is responsible for those C/C areas identified in the SAUPs.

The Entity 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 C/C areas identified in the LLA's SAUPs for the fiscal period January 1, 2023 through December 31, 2023. Additionally, LLA has agreed to and acknowledged that the procedures performed are appropriate for its purposes. This 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:

Written Policies and Procedures

1. Obtain and inspect the entity's written policies and procedures and observe whether 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.
 - 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.
 - c) ***Disbursements***, including processing, reviewing, and approving.
 - 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).
 - e) ***Payroll/Personnel***, including (1) payroll processing, (2) reviewing and approving time and attendance records, including leave and overtime worked, and (3) approval process for employee rates of pay or approval and maintenance of pay rate schedules.

- 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.
- g) **Travel and Expense Reimbursement**, including (1) allowable expenses, (2) dollar thresholds by category of expense, (3) documentation requirements, and (4) required approvers.
- h) **Credit Cards (and debit cards, fuel cards, purchase 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).
- i) **Ethics**, including (1) the prohibitions as defined in Louisiana Revised Statute (R.S.) 42:1111-1121, (2) actions to be taken if an ethics violation takes place, (3) system to monitor possible ethics violations, and (4) a requirement that documentation is maintained to demonstrate that all employees and officials were notified of any changes to the entity's ethics policy.
- j) **Debt Service**, including (1) debt issuance approval, (2) continuing disclosure/EMMA reporting requirements, (3) debt reserve requirements, and (4) debt service requirements.
- k) **Information Technology 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.
- l) **Prevention of Sexual Harassment**, including R.S. 42:342-344 requirements for (1) agency responsibilities and prohibitions, (2) annual employee training, and (3) annual reporting.

Procedure Results - We performed the procedures noted above and noted no exceptions. The Entity is a non-profit and accordingly, item i) and item l) above are not applicable. The Entity does not hold debt, and accordingly, item j) above is not applicable.

Board or Finance Committee

- 2. Obtain and inspect the board/finance committee minutes for the fiscal period, as well as the board's enabling legislation, charter, bylaws, or equivalent document in effect during the fiscal period, and:
 - a) Observe that the board/finance committee met with a quorum at least monthly, or on a frequency in accordance with the board's enabling legislation, charter, bylaws, or other equivalent document.
 - b) For those entities reporting on the governmental accounting model, observe whether the minutes referenced or included monthly budget-to-actual comparisons on the general fund, quarterly budget-to-actual comparisons, at a minimum, on proprietary funds, and semi-annual budget-to-actual comparisons, at a minimum, on all special revenue funds. *Alternately, for those entities reporting on the not-for-profit accounting model, observe that the minutes referenced or included financial activity relating to public funds if those public funds comprised more than 10% of the entity's collections during the fiscal period.*
 - c) For governmental entities, obtain the prior year audit report and observe the unassigned fund balance in the general fund. If the general fund had a negative ending unassigned fund balance in the prior year audit report, observe that the minutes for at least one meeting during the fiscal period referenced or included a formal plan to eliminate the negative unassigned fund balance in the general fund.

- d) Observe whether the board/finance committee received written updates of the progress of resolving audit finding(s), according to management's corrective action plan at each meeting until the findings are considered fully resolved.

Procedure Results - We performed the procedures noted above and noted no exceptions. The Entity is not a governmental entity, nor does it report on the governmental accounting model, accordingly, item b) and c) above are not applicable. The Entity does not have any audit findings, therefore, item d) above is not applicable.

Bank Reconciliations

3. Obtain a listing of entity 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 each selected account, and observe that:
 - a) Bank reconciliations include evidence that they were prepared within 2 months of the related statement closing date (e.g., initialed and dated or electronically logged);
 - b) Bank reconciliations include written evidence that a member of management or a board member who does not handle cash, post ledgers, or issue checks has reviewed each bank reconciliation within 1 month of the date the reconciliation was prepared (e.g., initialed and dated, electronically logged); and
 - c) Management has documentation reflecting it has researched reconciling items that have been outstanding for more than 12 months from the statement closing date, if applicable.

Procedure Results - We performed the procedures noted above and noted no exceptions.

Collections (excluding electronic funds transfers)

4. 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).

Procedure Results - We performed the procedures noted above and noted no exceptions.

5. 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 (e.g., 5 collection locations for 5 deposit sites), obtain and inspect written policies and procedures relating to employee job duties (if there are no written policies or procedures, then 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:
 - a) Employees responsible for cash collections do not share cash drawers/registers.

Procedure Results - We performed the procedure noted above and noted no exceptions.

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

Procedure results – We performed the procedure noted above and noted no exceptions.

- c) Each employee responsible for collecting cash is not also 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.

Procedure results – We performed the procedure noted above and noted no exceptions.

- 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 is (are) not responsible for collecting cash, unless another employee/official verifies the reconciliation.

Procedure results – We performed the procedure noted above and noted no exceptions.

- 6. Obtain from management a copy of the bond or insurance policy for theft covering all employees who have access to cash. Observe the bond or insurance policy for theft was in force during the fiscal period.

Procedure Results - We performed the procedure noted above and noted no exceptions.

- 7. Randomly select two deposit dates for each of the 5 bank accounts selected for Bank Reconciliations procedure #3 (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.
- b) Trace sequentially pre-numbered receipts, system reports, and other related collection documentation to the deposit slip.
- c) Trace the deposit slip total to the actual deposit per the bank statement.
- 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 and the cash is stored securely in a locked safe or drawer).
- e) Trace the actual deposit per the bank statement to the general ledger.

Procedure Results - We performed the procedures noted above and noted no exceptions.

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

- 8. 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).

Procedure Results - We performed the procedure noted above and noted no exceptions.

9. For each location selected under #8 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, then 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 or making the purchase.
 - b) At least two employees are involved in processing and approving payments to vendors.
 - 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.
 - 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.
 - e) Only employees/officials authorized to sign checks approve the electronic disbursement (release) of funds, whether through automated clearinghouse (ACH), electronic funds transfer (EFT), wire transfer, or some other electronic means.

Procedure Results - We performed the procedures above and noted no exceptions.

10. For each location selected under procedure #8 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 whether the disbursement, whether by paper or electronic means, matched the related original itemized invoice and supporting documentation indicates that deliverables included on the invoice were received by the entity.

Procedure Results - We performed the procedures noted above and noted no exceptions.

- b) Observe whether the disbursement documentation included evidence (e.g., initial/date, electronic logging) of segregation of duties tested under procedure #9 above, as applicable.

Procedure Results - We performed the procedure noted above and noted no exceptions.

11. Using the entity's main operating account and the month selected in Bank Reconciliations procedure #3, randomly select 5 non-payroll-related electronic disbursements (or all electronic disbursements if less than 5) and observe that each electronic disbursement was (a) approved by only those persons authorized to disburse funds (e.g., sign checks) per the entity's policy, and (b) approved by the required number of authorized signers per the entity's policy. Note: If no electronic payments were made from the main operating account during the month selected the practitioner should select an alternative month and/or account for testing that does include electronic disbursements.

Procedure Results - This section is not applicable to the Entity because during fiscal period January 1, 2023 through December 31, 2023 there were no electronic disbursements.

Credit Cards/Debit Cards/Fuel Cards/Purchase Cards (Cards)

12. Obtain from management a listing of all active credit cards, bank debit cards, fuel cards, and purchase 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.

Procedure Results - We performed the procedure above and noted no exceptions.

13. 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 whether 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) were reviewed and approved, in writing (or electronically approved), by someone other than the authorized card holder.
- b) Observe that finance charges and late fees were not assessed on the selected statements.

Procedure Results - We performed the procedures noted above and noted no exceptions.

14. Using the monthly statements or combined statements selected under #13 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 (e.g., each card should have 10 transactions subject to inspection). 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). For missing receipts, the practitioner should describe the nature of the transaction and note whether management had a compensating control to address missing receipts, such as a "missing receipt statement" that is subject to increased scrutiny.

Procedure Results - We performed the procedures noted above and noted no exceptions.

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

15. 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:

- a) If reimbursed using a per diem, observe that the approved reimbursement rate is no more than those rates established either by the State of Louisiana or the U.S. General Services Administration (www.gsa.gov).
- b) If reimbursed using actual costs, observe that the reimbursement is supported by an original itemized receipt that identifies precisely what was purchased.

- c) Observe 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 Policies and Procedures in procedure #1.
- d) Observe that each reimbursement was reviewed and approved, in writing, by someone other than the person receiving reimbursement.

Procedure Results - We performed the procedures above and noted no exceptions.

Contracts

16. Obtain from management a listing of all agreements/contracts for professional services, materials and supplies, leases, and construction activities that were initiated or renewed during the fiscal period. *Alternately, the practitioner may use an equivalent selection source, such as an active vendor list.* Obtain management's representation that the listing is complete. Randomly select 5 contracts (or all contracts if less than 5) from the listing, excluding the practitioner's contract, and:

- a) Observe whether the contract was bid in accordance with the Louisiana Public Bid Law (e.g., solicited quotes or bids, advertised), if required by law.
- b) Observe whether the contract was approved by the governing body/board, if required by policy or law (e.g., Lawrason Act, Home Rule Charter).
- c) If the contract was amended (e.g., change order), observe that the original contract terms provided for such an amendment and that amendments were made in compliance with the contract terms (e.g., if approval is required for any amendment, documented approval).
- d) Randomly select one payment from the fiscal period for each of the 5 contracts, obtain the supporting invoice, agree the invoice to the contract terms, and observe the invoice and related payment agreed to the terms and conditions of the contract.

Procedure Results - The Entity is a non-profit, accordingly item a) is not applicable. The Entity had no amendments to contracts during the testing period, accordingly, item c) is not applicable. We performed the remaining procedures noted above and noted no exceptions.

Payroll and Personnel

17. Obtain a listing of employees and officials employed during the fiscal period and management's representation that the listing is complete. Randomly select 5 employees or officials, obtain related paid salaries and personnel files, and agree paid salaries to authorized salaries/pay rates in the personnel files.

Procedure Results - We performed the procedures noted above and noted no exceptions.

18. Randomly select one pay period during the fiscal period. For the 5 employees or officials selected under #17 above, obtain attendance records and leave documentation for the pay period, and:

- a) Observe that all selected employees or officials documented their daily attendance and leave (e.g., vacation, sick, compensatory).
- b) Observe whether supervisors approved the attendance and leave of the selected employees or officials.

- c) Observe that any leave accrued or taken during the pay period is reflected in the entity's cumulative leave records.
- d) Observe the rate paid to the employees or officials agrees to the authorized salary/pay rate found within the personnel file.

Procedure Results - We performed the procedures noted above and noted no exceptions.

19. Obtain a listing of those employees or officials that received termination payments during the fiscal period and management's representation that the list is complete. Randomly select two employees or officials, obtain related documentation of the hours and pay rates used in management's termination payment calculations and the entity's policy on termination payments. Agree the hours to the employee or official's cumulative leave records, agree the pay rates to the employee or official's authorized pay rates in the employee or official's personnel files, and agree the termination payment to entity policy.

Procedure Results - We performed the procedures noted above and noted no exceptions.

20. Obtain management's representation that employer and employee portions of third-party payroll related amounts (e.g., payroll taxes, retirement contributions, health insurance premiums, garnishments, workers' compensation premiums, etc.) have been paid, and any associated forms have been filed, by required deadlines.

Procedure Results - We performed the procedure noted above and noted no exceptions.

Ethics

21. Using the 5 randomly selected employees/officials from Payroll and Personnel procedure #17 obtain ethics documentation from management, and:
- a) Observe whether the documentation demonstrates that each employee/official completed one hour of ethics training during the calendar year as required by R.S. 42:1170; and
 - b) Observe whether the entity maintains documentation which demonstrates each employee and official were notified of any changes to the entity's ethics policy during the fiscal period, as applicable.

Procedure Results - This section is not applicable to the Entity. The Louisiana Code of Ethics is generally not applicable to nonprofit entities but may be applicable in certain situations, such as councils on aging. If ethics is applicable to a nonprofit, the nonprofit should have written policies and procedures relating to ethics.

22. Inquire and/or observe whether the agency has appointed an ethics designee as required by R.S. 42:1170.

Procedure Results - This section is not applicable to the Entity. The Louisiana Code of Ethics is generally not applicable to nonprofit entities but may be applicable in certain situations, such as councils on aging. If ethics is applicable to a nonprofit, the nonprofit should have written policies and procedures relating to ethics.

Debt Service

23. Obtain a listing of bonds/notes and other debt instruments issued during the fiscal period and management's representation that the listing is complete. Select all debt instruments on the listing, obtain supporting documentation, and observe that State Bond Commission approval was obtained for each debt instrument issued as required by Article VII, Section 8 of the Louisiana Constitution.

Procedure Results - There were no debt instruments issued during the fiscal period. Accordingly, this section is not applicable.

24. Obtain a listing of bonds/notes outstanding at the end of the fiscal period and management's representation that the listing is complete. Randomly select one bond/note, inspect debt covenants, obtain supporting documentation for the reserve balance and payments, and agree actual reserve balances and payments to those required by debt covenants (including contingency funds, short-lived asset funds, or other funds required by the debt covenants).

Procedure Results - The Entity does not carry debt, accordingly, this section is not applicable.

Fraud Notice

25. Obtain a listing of misappropriations of public funds and assets during the fiscal period and management's representation that the listing is complete. Select all misappropriations on the listing, obtain supporting documentation, and observe that the entity reported the misappropriation(s) to the legislative auditor and the district attorney of the parish in which the entity is domiciled as required by R.S. 24:523.

Procedure Results - The Entity did not have misappropriations of public funds or assets during the fiscal period. Accordingly, this section is not applicable.

26. Observe that the entity has posted, on its premises and website, the notice required by R.S. 24:523.1 concerning the reporting of misappropriation, fraud, waste, or abuse of public funds.

Procedure Results - The Entity did not experience any of the instances listed above. Accordingly, this section is not applicable.

Information Technology Disaster Recovery/Business Continuity

27. Perform the following procedures, verbally discuss the results with management, and report "We performed the procedure and discussed the results with management."
- a) Obtain and inspect the entity's most recent documentation that it has backed up its critical data (if there is no written documentation, then inquire of personnel responsible for backing up critical data) and observe evidence that such backup (a) occurred within the past week, (b) was not stored on the government's local server or network, and (c) was encrypted.
 - b) Obtain and inspect the entity's most recent documentation that it has tested/verified that its backups can be restored (if no written documentation, then inquire of personnel responsible for testing/verifying backup restoration) and observe evidence that the test/verification was successfully performed within the past 3 months.

- c) Obtain a listing of the entity's computers currently in use and their related locations, and management's representation that the listing is complete. Randomly select 5 computers and observe while management demonstrates that the selected computers have current and active antivirus software and that the operating system and accounting system software in use are currently supported by the vendor.

Procedure Results - We performed the procedures noted above and noted no exceptions.

28. Randomly select 5 terminated employees (or all terminated employees if less than 5) using the list of terminated employees obtained in Payroll and Personnel procedure #19. Observe evidence that the selected terminated employees have been removed or disabled from the network.

Procedure Results - We performed the procedure noted above and noted no exceptions. We discussed the results with management.

29. Using the 5 randomly selected employees/officials from Payroll and Personnel procedure #17, obtain cybersecurity training documentation from management, and observe that the documentation demonstrates that the following employees/officials with access to the agency's information technology assets have completed cybersecurity training as required by R.S. 42:1267. The requirements are as follows:
 - Hired before June 9, 2020 - completed the training; and
 - Hired on or after June 9, 2020 - completed the training within 30 days of initial service or employment.

Procedure Results - This section is not applicable to the Entity.

Prevention of Sexual Harassment

30. Using the 5 randomly selected employees/officials from Payroll and Personnel procedure #17, obtain sexual harassment training documentation from management, and observe that the documentation demonstrates each employee/official completed at least one hour of sexual harassment training during the calendar year as required by R.S. 42:343.

Procedure Results - This section is not applicable to the Entity.

31. Observe that the entity has posted its sexual harassment policy and complaint procedure on its website (or in a conspicuous location on the entity's premises if the entity does not have a website).

Procedure Results - This section is not applicable to the Entity.

32. Obtain the entity's annual sexual harassment report for the current fiscal period, observe that the report was dated on or before February 1, and observe that the report includes the applicable requirements of R.S. 42:344:
 - a) Number and percentage of public servants in the agency who have completed the training requirements.
 - b) Number of sexual harassment complaints received by the agency.
 - c) Number of complaints which resulted in a finding that sexual harassment occurred.

- d) Number of complaints in which the finding of sexual harassment resulted in discipline or corrective action.
- e) Amount of time it took to resolve each complaint.

Procedure Results - This section is not applicable to this Entity.

We were engaged by the Entity 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 applicable standards of *Government Auditing Standards*. 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 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.

We are required to be independent of the Entity 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 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.

Metairie, Louisiana
June 28, 2024

Wegmann Dazet APC

LOUISIANA COMPLIANCE QUESTIONNAIRE
(For Audit Engagements of Quasi-Public Agencies)

Dear Chief Executive Officer:

Attached is the Louisiana Compliance Questionnaire that is to be completed by you or your staff. This questionnaire is a required part of a financial audit of Louisiana quasi-public agencies. The completed and signed questionnaire must be presented to and adopted by the governing body, if any, of your organization by means of a formal resolution in an open meeting.

The completed and signed questionnaire and a copy of the adoption instrument, if appropriate, **must be given to the auditor at the beginning of the audit.** The auditor will, during the course of his/her regular audit, test the accuracy of the responses in the questionnaire. It is not necessary to return the questionnaire to the Legislative Auditor's office.

Certain portions of the questionnaire may not be applicable to your organization. In such cases, it is appropriate to mark the representation "not applicable." However, you must respond to each applicable representation. A 'yes' answer indicates that you have complied with the applicable law or regulation. A 'no' answer to any representation indicates a possible violation of law or regulation and, as such, should be fully explained. These matters will be reviewed by the auditor during the course of his/her audit. Please feel free to attach a further explanation of any representation.

Your cooperation in this matter will be greatly appreciated.

Sincerely,

Michael J. Waguespack, CPA
Louisiana Legislative Auditor

Enclosure

LOUISIANA COMPLIANCE QUESTIONNAIRE
(For Audit Engagements of Quasi-Public Agencies)

_____ (Date Transmitted)

_____ (CPA
Firm Name)

_____ (CPA Firm Address)

_____ (City, State Zip)

In connection with your audit of our financial statements as of December 31, 2023 and for the year ended December 31, 2023 (period of audit) for the purpose of expressing an opinion as to the fair presentation of our financial statements in accordance with accounting principles generally accepted in the United States of America, to assess our internal control structure as a part of your audit, and to review our compliance with applicable laws and regulations, we confirm, to the best of our knowledge and belief, the following representations. These representations are based on the information available to us as of _____ (date completed/date of the representations).

PART I. Agency Profile

1. Name and address of the organization.

Greater New Orleans, Inc. and Affiliate

2. List names, addresses, and telephone numbers of entity officials. Include elected/appointed members of the governing board, chief executive and fiscal officer, and legal counsel.

See attached

3. Period of time covered by this questionnaire.

1/1/23 – 12/31/23

4. The entity has been organized under the following provisions of the Louisiana Revised Statute(s) (R.S.) and, if applicable, local resolutions/ordinances.

GNO, Inc. and Greater New Orleans Development Foundation – A nonprofit pursuant to the LA Nonprofit Corporation Law Title 12 Chapter 2 of LA revised Statutes 1950 as amended

5. Briefly describe the public services provided.

To spearhead economic development for the ten parish Greater New Orleans region

6. Expiration date of current elected/appointed officials' terms.

See attached

Part II. Federal, State, and Local Awards

7. 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

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

Yes No N/A

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

Yes No N/A

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

Yes No N/A

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

Yes No N/A

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

Yes No N/A

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

Yes No N/A

14. We have complied with all applicable compliance requirements of all federal programs we administer,

Yes No N/A

15. We have complied with all applicable specific requirements of all state programs we administer, to include matters contained in the grant awards.

Yes No N/A

16. We have complied with all applicable specific requirements of all local programs we administer, to include matters contained in the grant awards.

Yes No N/A

17. We have provided you with all communications from grantors concerning noncompliance with or deficiencies in administering grant programs.

Yes No N/A

Part III. Public Records

18. We are familiar with the Public Records Act and have made available to the public those records as required by R.S. 44:33.

Yes No N/A

Part IV. Open Meetings

19. 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

Part V. Budget

20. For each federal grant, we have filed with the appropriate grantor agency a comprehensive budget for those grants that included the purpose and duration.

Yes No N/A

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

Yes No N/A

22. For each local grant, we have filed with the appropriate grantor agency a comprehensive budget for those grants that included the purpose and duration.

Yes No N/A

Part VI. Reporting

23. We have had our financial statements audited in a timely manner in accordance with R.S. 24:513.

Yes No N/A

24. 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

25. 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

26. 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

The previous responses have been made to the best of our belief and knowledge. We have disclosed to you all known noncompliance of the foregoing laws and regulations, as well as any contradictions to the

foregoing representations. We have made available to you documentation relating to the foregoing laws and regulations.

We have provided you with any communications from regulatory agencies or other sources concerning any possible noncompliance with the foregoing laws and regulations, including any communications received between the end of the period under examination and the issuance of this report. We acknowledge our responsibility to disclose to you, the Legislative Auditor, and the applicable state grantor agency/agencies any known noncompliance that may occur subsequent to the issuance of your report.

<u>Leah Brown</u>	Secretary	<u>Leah Brown</u>	<u>6/20/24</u>	Date
<u>Leah Brown</u>	Treasurer	<u>Leah Brown</u>	<u>6/20/24</u>	Date
<u>Michael Hecht</u>	President	<u>[Signature]</u>	<u>6/14/24</u>	Date

2023 Board of Directors

EXECUTIVE COMMITTEE

Susan Bonnett Bourgeois
Northshore Community
Foundation
Chair

Christopher J. Kane
Adams & Reese
Chair-Elect of the Board

Leah Brown
Chevron
Secretary & Treasurer

Richard F. Cortizas
Jones Walker
Immediate Past Chair

Michael Hecht
Greater New Orleans, Inc.
President & CEO

Kim M. Boyle
Phelps Dunbar

Tommy Fauchoux
Louisiana Mid-Continent Oil & Gas
Association

Philip J. Gunn
EisnerAmper
Past Chair Emeritus

Gay Le Breton
Chaffe & Associates
Past Chair Emeritus

Paul Matthews
Port of South Louisiana

Phillip R. May
Entergy Louisiana

Aimee Quirk
Ochsner Ventures

Matthew Saacks
Ampirical Solutions

Guy Williams
Gulf Coast Bank and Trust
Past Chair Emeritus

John J. Zollinger IV
Home Bank

BOARD OF DIRECTORS

Tony Adams
First Horizon

Adam Anderson
Avondale Global Gateway

Kristi App
World Trade Center New
Orleans/J.W. Allen & Company

Jaimmé A. Collins
Liberty Bank and Trust Company

Patrick Comer
Cint

Lacey Merrick Conway
Latter & Blum

Jim Cook
Sheraton New Orleans Hotel

Karen DeBlieux
Capital One

John L. Donahue III
DonahueFavret Contractors

Elizabeth Ellison-Frost
Chalmette Refining/PBF Energy

Greg Feirn
LCMC Health

Ken Flower
Woodward

Jared Freeman
OnPath Federal Credit Union

Steven A. Friedman
Pan-American Life Insurance
Group

Todd Fuller
Associated Terminals

Stacy Gautreau
Dow

Ben Hales
New Orleans Saints and Pelicans

Courtney Thibodeaux Davis
Bart's Office Inc.

Colette Hirstius
Shell USA

Andrea Huseman
Out of This World Consultants

Todd C. James
Broadmoor

Andy Kopplin
Greater New Orleans Foundation

Anne Teague Landis
Landis Construction

Louis Lauricella
Lauricella Land Company

Tandra LeMay
Verizon

William Lemoine
LEMOINE

Gary Lorio
Hancock Whitney Bank

Ronnie Mains
CRC Global Solutions

Jonathan Matessino
Bank of America Merrill Lynch

Edward Methe
Gibbs Construction

Daniel Padilla
DXC Technology

Anthony Pope
Cox

Graham Ralston
Regions Bank

Christopher Reade
LookFar

Philip W. Rebowe
Jefferson Business Council

Deanna Rodriguez
Entergy New Orleans

Matthew Rosenboom
International-Matex Tank
Terminals

Brian J. Rotolo
Ernst & Young

Eric Schouest
Cleco

Matt Schwartz
Domain Companies

Michael J. Siegel
Corporate Realty

Glen Smith
The Magnolia Companies of LA

Jeffrey Stadler
J.P. Morgan Chase Bank

Dana R. Stumpf
Durr Heavy Construction

Neel Sus
Susco

Mike Tillman
Rain CII

Townsend Underhill
Stirling Properties

Dan Wagner
Blue Cross and Blue Shield of
Louisiana

Scott T. Whittaker
Stone Pigman

Kevin N. Wilkins
trepwise

PAST CHAIR EMERITUS

Dale Benoit
Print All

Maura W. Donahue
DonahueFavret Contractors

Tara Hernandez
JCH Properties+

William H. Hines
Jones Walker

William D. Hoffman
Woodward Interests

Jim Hudson
Citizens National Bank

Leslie Jacobs

Patricia LeBlanc
LeBlanc Butler

Marty Mayer
Stirling Properties

Suzanne Mestayer
ThirtyNorth Investments

William A. Oliver
William A. Oliver Enterprises
(1947-2019)

Patrick Quinlan
Hippo Technologies, Inc.

Gregory Rusovich
Transoceanic Development

William Henry Shane Jr.
Favrot & Shane Companies

HONORARY ADVISOR
Ginger Cangelosi
Tangipahoa Economic
Development Foundation

Bret Clesi
Louisiana Consular Corps

(LIAISON)
Lionel Dutreix
NASA's Michoud Assembly Facility

Lee Giorgio
Select Properties

Merritt Lane
Canal Barge

Jay Lapeyre
Laitram

Walt Leger III
New Orleans & Company

Ti Martin
Commander's Palace

Roger Ogden
Ogden Development and
Investments

UNIVERSITY EX-OFFICIO

James H. Ammons
Southern University at New
Orleans

James Carlson
Northshore Technical Community
College

Xavier Cole
Loyola University

Michael A. Fitts
Tulane University

Rochelle L. Ford
Dillard University

Larissa Littleton-Steib
Delgado Community College

Stanton F. McNeely III
University of Holy Cross

Steve Nelson
LSU Health Sciences

Jeannine O'Rourke
The University of New Orleans

Quintin D. Taylor
River Parishes Community College

Tina Tinney
Nunez Community College

C. Reynold Verret
Xavier University

William Wainwright
Southeastern Louisiana University