

**EFFORTS OF GRACE, INC.**

**FINANCIAL AND COMPLIANCE AUDIT  
TOGETHER WITH  
INDEPENDENT AUDITORS' REPORT**

**FOR THE YEAR ENDED DECEMBER 31, 2017**

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Member  
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Alcide J. Tervalon, Jr., CPA  
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## **INDEPENDENT AUDITORS' REPORT**

To the Board of Directors  
**Efforts of Grace, Inc.**

### **Report on the Financial Statements**

We have audited the accompanying financial statements of **Efforts of Grace, Inc. (EGI)** (a nonprofit organization), which comprise the statement of financial position as of December 31, 2017 and the related statements of activities, functional expenses and cash flows for the year then ended, and the related notes to the financial statements.

### **Management's Responsibility for the Financial Statements**

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

### **Auditors' Responsibility**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

**INDEPENDENT AUDITORS' REPORT**  
**(CONTINUED)**

To the Board of Directors  
**Efforts of Grace, Inc.**  
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**Auditors' Responsibility, Continued**

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

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

**Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of **Efforts of Grace, Inc.** as of December 31, 2017, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

**Other Reporting Required by Government Auditing Standards**

In accordance with *Government Auditing Standards*, we have also issued our report dated June 15, 2018 on our consideration of **Efforts of Grace, Inc.**'s internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe

**INDEPENDENT AUDITORS' REPORT**  
**(CONTINUED)**

To the Board of Directors  
**Efforts of Grace, Inc.**  
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***Other Reporting Required by Government Auditing Standards, Continued***

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 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 **Efforts of Grace, Inc.**'s internal control over financial reporting and compliance.

***Other Matter***

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The Schedule of Compensation, Reimbursements, Benefits and Other Payments to Chief Executive Director is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

*Bruno + Tervalon LLP*

**BRUNO & TERVALON LLP**  
**CERTIFIED PUBLIC ACCOUNTANTS**  
New Orleans, Louisiana

June 15, 2018



**EFFORTS OF GRACE, INC.**  
**STATEMENT OF FINANCIAL POSITION**  
**DECEMBER 31, 2017**

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**ASSETS**

Cash (NOTES 6 and 13)	\$1,189,179
Promises to give (NOTE 4)	1,085,500
Accounts receivable	9,715
Prepaid expenses and other assets	43,071
Property and equipment, net (NOTES 5 and 8)	<u>3,392,903</u>
 Total assets	 <u>\$5,720,368</u>

**LIABILITIES AND NET ASSETS**

Liabilities:

Accounts payable and accrued liabilities	\$ 91,338
Security deposits	12,933
Custodial accounts (NOTE 6)	3,189
Lines of credit (NOTE 7)	314,214
Mortgage payable (NOTE 8)	<u>779,852</u>

Total liabilities 1,201,526

Net Assets:

Unrestricted net assets	3,433,342
Temporarily restricted net assets (NOTE 9)	<u>1,085,500</u>

Total net assets 4,518,842

Total liabilities and net assets \$5,720,368

The accompanying notes are an integral part of these financial statements.

**EFFORTS OF GRACE, INC.**  
**STATEMENT OF ACTIVITIES**  
**FOR THE YEAR ENDED DECEMBER 31, 2017**

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Total</u>
<b>Revenues:</b>			
Grant revenue (NOTE 10)	\$ 38,000	\$ -0-	\$ 38,000
Event revenue	202,050	-0-	202,050
Contributions (NOTE 10)	880,989	637,000	1,517,989
Rental income	228,495	-0-	228,495
Ticket sales	8,385	-0-	8,385
Gift sales	68,218	-0-	68,218
Other income	80,783	-0-	80,783
Net assets released from time and purpose restrictions	<u>940,000</u>	<u>(940,000)</u>	<u>-0-</u>
Total revenues	<u>2,446,920</u>	<u>(303,000)</u>	<u>2,143,920</u>
<b>Expenses:</b>			
Program services	1,613,488	-0-	1,613,488
Management and general	502,187	-0-	502,187
Fundraising	<u>38,644</u>	<u>-0-</u>	<u>38,644</u>
Total expenses	<u>2,154,319</u>	<u>-0-</u>	<u>2,154,319</u>
Change in net assets	292,601	(303,000)	(10,399)
Net assets - beginning of year	<u>3,140,741</u>	<u>1,388,500</u>	<u>4,529,241</u>
Net assets - end of year	<u>\$3,433,342</u>	<u>\$1,085,500</u>	<u>\$ 4,518,842</u>

The accompanying notes are an integral part of these financial statements.

**EFFORTS OF GRACE, INC.**  
**STATEMENT OF FUNCTIONAL EXPENSES**  
**FOR THE YEAR ENDED DECEMBER 31, 2017**

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	<u>Program Services</u>	<u>Management and General</u>	<u>Fundraising</u>	<u>Total</u>
Salaries and benefits	\$ 539,617	\$166,083	\$ -0-	\$ 705,700
Insurance	58,633	14,658	-0-	73,291
Equipment rental and maintenance	28,386	7,097	-0-	35,483
Depreciation expense	116,640	29,160	-0-	145,800
Fees, dues and subscriptions	4,854	3,975	-0-	8,829
Interest expense	49,192	16,620	-0-	65,812
Other expenses	57,269	44,457	-0-	101,726
Postage and printing	13,740	3,242	-0-	16,982
Donations	1,856	464	-0-	2,320
Supplies	45,481	11,370	-0-	56,851
Events	45,629	55	-0-	45,684
Meeting, conferences and travel	25,694	6,423	-0-	32,117
Professional services	426,512	148,427	38,644	613,583
Occupancy	<u>199,985</u>	<u>50,156</u>	<u>-0-</u>	<u>250,141</u>
 Total expenses	 <u>\$1,613,488</u>	 <u>\$502,187</u>	 <u>\$38,644</u>	 <u>\$2,154,319</u>

The accompanying notes are an integral part of these financial statements.

**EFFORTS OF GRACE, INC.**  
**STATEMENT OF CASH FLOWS**  
**FOR THE YEAR ENDED DECEMBER 31, 2017**

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**CASH FLOWS FROM OPERATING ACTIVITIES**

Change in net assets	\$ (10,399)
Adjustments to reconcile change in net assets to net cash provided by operating activities:	
Depreciation	145,800
Decrease in promises to give	303,000
Decrease in accounts receivable	7,945
Decrease in claim receivable	698,986
Increase in prepaid expenses and other assets	(107)
Increase in accounts payable and accrued liabilities	22,340
Decrease in custodial accounts	(34,825)
Decrease in security deposits	<u>(3,673)</u>
Net cash provided by operating activities	<u>1,129,067</u>

**CASH FLOWS FROM INVESTING ACTIVITIES:**

Acquisition of property and equipment	<u>(267,962)</u>
Net cash used in investing activities	<u>(267,962)</u>

**CASH FLOWS FROM FINANCING ACTIVITIES**

Proceeds from line of credit	100,000
Principal payments on mortgage, note payable and line of credit	<u>(224,567)</u>
Net cash used in financing activities	<u>(124,567)</u>

Net increase in cash	736,538
Cash - beginning of year	<u>452,641</u>
Cash - end of year	<u>\$1,189,179</u>
Interest paid	<u>\$ 65,812</u>

The accompanying notes are an integral part of these financial statements.

**EFFORTS OF GRACE, INC.**  
**NOTES TO THE FINANCIAL STATEMENTS**

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NOTE 1 - NATURE OF OPERATION:

**Efforts of Grace, Inc. (EGI)** is a not-for-profit, 501(c)(3), organization that creates and supports programs, activities, and creative works emphasizing the contributions of people of African descent. **EGI** is a leading African-American cultural institution in New Orleans, and has evolved into an institutional presence in New Orleans advancing opportunity and possibility for people of color in their creative, cultural, social and economic pursuits.

One of the most visible projects of **EGI** is the operation of the Ashe' Cultural Arts Center (Ashe' CAC). The mission of Ashe' CAC is to use art and culture to support community development. Ashe' CAC was created in 1993 for the purposes of producing, creating, and encouraging art, images, and performances by and about African-Americans that emphasize their powerful contributions to the welfare of the community. Located in Central City, the Ashe' CAC provides opportunities for art presentations, community development, artist support, and the creation of partnerships that amplify outreach and support efforts.

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES:

Principles of Accounting

The financial statements are prepared on the accrual basis and in accordance with accounting principles generally accepted in the United States of America. The preparation of 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 disclosures of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

**EFFORTS OF GRACE, INC.**  
**NOTES TO THE FINANCIAL STATEMENTS, CONTINUED**

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NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, CONTINUED:

Basis of Reporting

In accordance with the provisions of FASB Accounting Standards Codification (ASC) 958 *Not-for-Profit Entities*, which establishes standards for external financial reporting by not-for-profit organizations, EGI classifies resources for accounting and reporting purposes into three net asset categories, which are unrestricted, temporarily restricted and permanently restricted net assets according to externally (donor) imposed restrictions.

A description of the three net asset categories is as follows:

Unrestricted net assets include contributions not subject to donor-imposed stipulations. The revenues received and expenses incurred in conducting the mission of EGI are included in this category.

Temporarily restricted net assets include realized gains and losses, investment income, gifts and contributions for which donor-imposed restrictions have not been met.

Permanently restricted net assets are contributions stipulated by the donor-imposed restriction to be invested in perpetuity and only the income be made available for program operation in accordance with the donor restrictions. Such income is reflected in temporarily restricted net assets until utilized for donor-imposed restrictions.

At December 31, 2017, EGI did not have any permanently restricted net assets.

Property and Equipment

Property and equipment are recorded at cost, if purchased, or at fair market value at the date of the gift, if donated. Additions, improvements and expenditures of \$1,000 or greater that significantly extend the useful life of an asset are capitalized. Other costs incurred for repairs and maintenance are expensed as incurred.

**EFFORTS OF GRACE, INC.**  
**NOTES TO THE FINANCIAL STATEMENTS, CONTINUED**

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NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, CONTINUED:

Depreciation of buildings, automobiles, furniture, fixtures and equipment is computed as follows:

<u>Description</u>	<u>Method</u>	<u>Estimated Useful Life (years)</u>
Furniture and equipment	Straight-line	3 to 7
Buildings	Straight-line	30
Automobiles	Straight-line	5

Support and Revenues

Contract revenues and revenues from federal grants structured as exchange transactions are recognized when earned.

Contributions are recognized upon receipt or when the donor makes a promise to give **EGI** that is, in substance, unconditional. Grants (if considered nonexchange transactions) and contributions received are recorded as unrestricted, temporarily restricted, or permanently restricted support, depending on the existence and/or nature of any restrictions.

Contributions that are restricted by the donor are reported as increases in unrestricted net assets if the restrictions expire in the fiscal year in which the contributions are recognized. All other donor-restricted contributions are reported as increases in temporarily or permanently restricted net assets depending on the nature of the restrictions. When a restriction expires, that is, when a stipulated time restriction ends or a purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions.

Deferred revenues arise when resources are received by **EGI** before it has a legal claim to them. In subsequent periods, when **EGI** has legal claim to the resources, current period revenue is recognized and deferred revenue is reduced. **EGI** had no deferred revenues at December 31, 2017.

**EFFORTS OF GRACE, INC.**  
**NOTES TO THE FINANCIAL STATEMENTS, CONTINUED**

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NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, CONTINUED:

Functional Allocation of Expenses

The costs of providing various programs and activities have been summarized on a functional basis in the statement of activities. Accordingly, certain costs have been allocated among programs and supporting services benefitted.

Income Taxes

**EGI** is a non-profit organization as described in Section 501(c)(3) of the Internal Revenue Code and is exempt from federal and state income taxes. Therefore, no provision for income taxes is made in the accompanying financial statements. Should **EGI's** tax-exempt status be challenged in the future, **EGI's** 2015, 2016 and 2017 tax years are open for examination by the IRS.

Date of Management's Review of Subsequent Events

Management has evaluated subsequent events through June 15, 2018, the date which the financial statements were available to be issued, and noted no subsequent events or transactions that occurred after the statement of financial position date requiring recognition or disclosure.

NOTE 3 - ECONOMIC DEPENDENCY:

The primary sources of revenues for **EGI** are grants and contributions provided through various funding agencies and donors. The continued success of **EGI** is dependent upon the renewal of grants and contributions from current funding sources as well as obtaining new funding.

**EFFORTS OF GRACE, INC.**  
**NOTES TO THE FINANCIAL STATEMENTS, CONTINUED**

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**NOTE 4 - PROMISES TO GIVE:**

Unconditional promises to give are recorded as receivables and revenue when received. **EGI** distinguishes between contributions received for each net asset category in accordance with donor-imposed restrictions. At December 31, 2017, \$1,085,500 of promises to give are outstanding. Promises to give have not been discounted due to immateriality of discounts and are being reported at face value and are due as follows:

<u>Year Ending December 31,</u>	<u>Amount</u>
2018	\$ 935,500
2019	<u>150,000</u>
	<u>\$1,085,500</u>

**NOTE 5 - PROPERTY AND EQUIPMENT:**

As of December 31, 2017, property and equipment and related depreciation consist of the following:

Land	\$ 60,000
Building	4,323,999
Furniture and equipment	42,795
Construction-in-progress	<u>242,142</u>
	4,668,936
Less: accumulated depreciation	<u>(1,276,033)</u>
Total	<u>\$ 3,392,903</u>

**NOTE 6 - CUSTODIAL ACCOUNTS:**

The liability account "Custodial Accounts" represents funds received by **EGI** on behalf of other religious, charitable, or educational institutions. **EGI** acts as the fiscal agent for these funds. Custodial liabilities at December 31, 2017 totaled \$3,189.

**EFFORTS OF GRACE, INC.**  
**NOTES TO THE FINANCIAL STATEMENTS, CONTINUED**

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**NOTE 7 - LINES OF CREDIT:**

A summary of the lines of credit as of December 31, 2017 is as follows:

Revolving line of credit payable to a bank bearing interest at a rate of 7% payable on demand or if no demand is made payable at maturity on September 29, 2018. The line of credit is secured by real estate. \$ 99,596

Revolving line of credit payable to a bank bearing interest at a rate of 7% payable on demand or if no demand is made payable in twenty-four (24) regular payments of \$1,948 and one irregular last payment estimated at \$199,197. The line of credit matures on October 22, 2019 and is secured by real estate. 214,618

Total lines of credit \$314,214

**NOTE 8 - MORTGAGE PAYABLE:**

A summary of the mortgage payable as of December 31, 2017 is as follows:

Mortgage payable to a bank bears interest rate at 5.5% and requires monthly payments of interest and principal over a 60 month period. The mortgage matures on October 22, 2019, at which time a balloon principal payment and accrued interest are due. The loan is secured by real estate. \$779,852

Total mortgage payable \$779,852

**EFFORTS OF GRACE, INC.**  
**NOTES TO THE FINANCIAL STATEMENTS, CONTINUED**

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NOTE 8 - MORTGAGE PAYABLE, CONTINUED:

Following are scheduled maturities of the mortgage payable to maturity:

<u>Year Ending December 31,</u>	<u>Amount</u>
2018	\$ 30,088
2019	<u>749,764</u>
	<u>\$ 779,852</u>

NOTE 9 - TEMPORARILY RESTRICTED NET ASSETS:

As of December 31, 2017, temporarily restricted net assets are available for the following uses:

Purpose and time restrictions for operations and various projects	<u>\$1,085,500</u>
Total temporarily restricted net assets	<u>\$1,085,500</u>

NOTE 10 - GRANTS AND CONTRIBUTIONS:

Grants and contributions revenue consisted of the following for the year ended December 31, 2017:

<u>Grants</u>	<u>Amount</u>
State and local grants	\$ <u>38,000</u>
Total grants	\$ <u>38,000</u>
 <u>Contributions</u>	
Foundation, trust and non-profit grants	\$1,494,431
Other contributions	<u>23,558</u>
Total contributions	<u>\$1,517,989</u>

**EFFORTS OF GRACE, INC.**  
**NOTES TO THE FINANCIAL STATEMENTS, CONTINUED**

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**NOTE 11 - COMMITMENTS AND CONTINGENCIES:**

**EGI** has entered into contractual arrangements with certain individuals to provide operational assistance, tutorial, self-development and recreational assistance. Such contracts are generally for six (6) to twelve (12) month periods.

**EGI** is a recipient of a grant from a local government. This grant is governed by various local government guidelines, regulations and contractual agreements. Also, **EGI** is a recipient of grants from private foundations and nonprofit organizations.

The administration of the programs and activities funded by these grants is under the control and administration of **EGI** and is subject to audit and/or review by the applicable funding sources. Any grant or award funds found not to be properly spent in accordance with the terms, conditions and regulations of the funding sources may be subject to recapture.

**NOTE 12 - RISK MANAGEMENT:**

**EGI** is exposed to various risks of loss related to torts, theft, or damages to and destruction of assets for which **EGI** is insured under commercial insurance. Liabilities are reported when it is probable that a loss has occurred and the amount of the loss can be reasonably estimated.

**NOTE 13 - CONCENTRATION OF CREDIT RISK:**

**EGI** maintains cash balances at local banks. The Federal Deposit Insurance Corporation (FDIC) provides coverage on non-interest bearing accounts and all other deposits up to \$250,000. At December 31, 2017, **EGI** had uninsured cash balances of approximately \$887,000.

**EFFORTS OF GRACE, INC.**  
**NOTES TO THE FINANCIAL STATEMENTS, CONTINUED**

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NOTE 14 - LEASES:

EGI has an operating lease for rental of space and equipment which is non-cancelable over the next four years remaining under the term of the lease. Minimum future rental payments under the non-cancelable operating lease having rental terms in excess of one year at December 31, 2017 are as follows:

<u>Year Ending</u>	<u>Amount</u>
2018	\$145,425
2019	145,425
2020	<u>96,950</u>
	<u>\$387,800</u>

Rental expense under the non-cancelable operating lease for the year ended December 31, 2017 was \$145,338.

NOTE 15 - NEW PRONOUNCEMENTS:

The Financial Accounting Standards Board (FASB) issued Accounting Standards Update No. 2016-14 affecting ASC 958, *Not-for-Profit Entities*, which establishes standards for external financial reporting by not-for-profit organizations. The primary objective of this Update is to make certain improvements to the current reporting practices of not-for-profit entities. The amendments in this Update are effective for annual financial statements issued for fiscal years beginning after December 15, 2017 and for interim periods within fiscal years beginning after December 15, 2018.

**EFFORTS OF GRACE, INC.**  
**NOTES TO THE FINANCIAL STATEMENTS, CONTINUED**

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NOTE 15 - NEW PRONOUNCEMENTS, CONTINUED:

The FASB also issued Accounting Standards Update No. 2016-02 affecting ASC 842, *Leases*, which provides guidance for any entity that enters into a lease (as defined in this Update), with some specified scope exemptions. The guidance in this Update supersedes ASC 840 *Leases*. The primary objective of this Update is to increase transparency and comparability among organizations by recognizing lease assets and lease liabilities in the statement of financial position and disclosing key information about leasing arrangements. The amendments in this Update are effective for fiscal years beginning after December 15, 2019 and interim periods within fiscal years beginning after December 15, 2020.

EGI is currently assessing the impact of these new pronouncements on its financial statements.

**SUPPLEMENTARY INFORMATION**

**EFFORTS OF GRACE, INC.**  
**SCHEDULE OF COMPENSATION, REIMBURSEMENTS, BENEFITS**  
**AND OTHER PAYMENTS TO CHIEF EXECUTIVE OFFICER**  
**FOR THE YEAR ENDED DECEMBER 31, 2017**

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Chief Executive Officer: Ms. Carol Bebelle - Executive Director

<u>Purpose</u>	* <u>Amount</u>
Salary	\$75,833
Benefits - insurance	6,000
Benefits - retirement	-0-
Benefits - other	-0-
Car allowance	-0-
Vehicle provided by organization	-0-
Per diem	-0-
Reimbursements	204
Travel	4,400
Registration fees	-0-
Conference travel	-0-
Continuing professional education fees	-0-
Housing	13,200
Unvouchered expenses	-0-
Special meals	-0-

\*Compensation, reimbursements, benefits and other payments to the Chief Executive Officer were made from private contributions to **EGI**.



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

To the Board of Directors  
**Efforts of Grace, Inc.**

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 financial statements of **Efforts of Grace, Inc. (EGI)** as of and for the year ended December 31, 2017, and the related notes to the financial statements, and have issued our report thereon dated June 15, 2018.

**Internal Control Over Financial Reporting**

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

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

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(CONTINUED)

***Internal Control Over Financial Reporting, Continued***

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 over financial reporting was for the limited purpose described in the first paragraph and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies and therefore, material weaknesses or significant deficiencies may exist that were not identified. We did identify a certain deficiency in internal control, described in the accompanying schedule of findings and responses as item 2017-001 to be a material weakness.

***Compliance and Other Matters***

As part of obtaining reasonable assurance about whether EGI's 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 determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

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

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(CONTINUED)

**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 result 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. This report is intended for the information and use of the Board of Directors, management, the Louisiana Legislative Auditor, and state awarding agencies and pass-through entities, and is not intended to be and should not be used by anyone other than these specified parties. Under Louisiana Revised Statute 24:513, this report is distributed by the Legislative Auditor as a public document.

*Bruno & Tervalon LLP*

**BRUNO & TERVALON LLP**  
**CERTIFIED PUBLIC ACCOUNTANTS**  
New Orleans, Louisiana

June 15, 2018

**EFFORTS OF GRACE, INC.**  
**SCHEDULE OF FINDINGS AND RESPONSES**  
**FOR THE YEAR ENDED DECEMBER 31, 2017**

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**Section I - Summary of Auditors' Results**

- A. The type of report issued on the financial statements: **unmodified opinion.**
- B. Significant deficiencies in internal control were disclosed by the audit of the financial statements: **No.** material weaknesses: **Yes.**
- C. Noncompliance which is material to the financial statements: **No.**
- D. Significant deficiencies in internal control over major programs: **Not Applicable**  
material weaknesses: **Not Applicable.**
- E. The type of report issued on compliance for major programs: **Not Applicable.**
- F. Any audit findings which are required to be reported under *the Uniform Guidance*:  
**Not Applicable.**
- G. Major programs: **Not Applicable.**
- H. Dollar threshold used to distinguish between Type A and Type B programs:  
**Not Applicable.**
- I. Auditee qualified as a low-risk auditee under *the Uniform Guidance*:  
**Not Applicable.**
- J. A management letter was issued: **No.**

**EFFORTS OF GRACE, INC.**  
**SCHEDULE OF FINDINGS AND RESPONSES, CONTINUED**  
**FOR THE YEAR ENDED DECEMBER 31, 2017**

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**Section II - Internal Control and Compliance**  
**Material to the Financial Statements**

**Finding Classification:** Material Weakness

**Finding Number:** 2017-001

**Finding Type:** Internal Controls

**Finding Title:** Revenue Recognition

**Criteria**

Management is responsible for establishing and maintaining internal control to achieve the objective of effective financial reporting. Controls must provide reasonable assurance that all transactions and balances that should have been reported have been included and that no unauthorized transactions or balances are included.

FASB ASC 958-605, *Revenue Recognition* requires that for revenue from grants structured as non-exchange transactions, the full amount of the award must be recognized as income in the period in which the legally enforceable pledge (such as the executed grant agreement) is received by the organization, even if the donor has delayed payment or restricted the use of funds until a future reporting period; no revenue may be deferred. As a result, contributions are recorded immediately either as an increase in unrestricted net assets, temporarily restricted net assets, or permanently restricted net assets, depending on the nature of the donor restrictions, if any.

**Condition**

During our audit we noted a material weakness in the controls over revenue recognition. EGI did not properly recognize promise to give related to restricted contributions and grants structured as non-exchange transactions and a material adjustment to temporarily restricted contribution revenue and promises to give for the year ended December 31, 2017 was required.

**EFFORTS OF GRACE, INC.**  
**SCHEDULE OF FINDINGS AND RESPONSES, CONTINUED**  
**FOR THE YEAR ENDED DECEMBER 31, 2017**

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**Section II - Internal Control and Compliance**  
**Material to the Financial Statements, Continued**

**2017-01 - Revenue Recognition, Continued**

**Effect**

At December 31, 2017, temporarily restricted contribution revenue was understated by \$637,000.

**Cause**

**EGI** misinterpreted the guidance under FASB ASC 958-905 as it pertains to grants structured as non-exchange transactions. In addition, **EGI** does not have a policy for treatment of unspent balances of restricted contributions at year end.

**Recommendation**

We recommend that **EGI** review FASB ASC 958-605 and revise its fiscal policies to properly address the treatment of unspent balances of restricted grants, and to include the treatment of income recognition from multi-period grants structured as non-exchange transactions.

**Management's Response and Planned Corrective Action**

Management will revise its fiscal policies and procedures, emphasizing the proper treatment of revenue and the receipt of funds from all funding sources.

<b>Resolution:</b>	Unresolved
<b>Number of Years Reported:</b>	Six (6)
<b>Financial Impact:</b>	Greater than \$150,000

**Section III - Internal Control and Compliance**  
**Material to the Federal Awards**

Not applicable.

**EFFORTS OF GRACE, INC.**  
**SCHEDULE OF PRIOR YEAR AUDIT FINDINGS**  
**FOR THE YEAR ENDED DECEMBER 31, 2017**

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**Section I - Internal Control and Compliance**  
**Material to the Financial Statements**

	<u>Resolved</u>	<u>Unresolved</u>
2016-01 Revenue Recognition		X

**Section II - Internal Control and Compliance Material to Federal Awards**

Not applicable.

**Section III - Management Letter**

Not applicable.

**EFFORTS OF GRACE, INC.**

**EXIT CONFERENCE**

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An exit conference was held and the following persons participated in the discussion of this report.

**EFFORTS OF GRACE, INC.**

Ms. Carol Bebelle	--	Executive Director
Mr. Victor Robinson, CPA	--	Accountant

**BRUNO & TERVALON LLP, CERTIFIED PUBLIC ACCOUNTANTS**

Mr. Alcide J. Tervalon, Jr., CPA	--	Managing Partner
Mr. Armand Pinkney	--	Manager