

**ENCORE LEARNING**  
**FINANCIAL STATEMENTS**  
**FOR THE YEARS ENDED JUNE 30, 2020 AND 2019**

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## INDEPENDENT AUDITORS' REPORT

Board of Directors  
Encore Learning  
New Orleans, LA

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

We have audited the accompanying financial statements of Encore Learning (a non-profit organization), which comprise the statements of financial position as of June 30, 2020 and 2019, and the related statements of activities and changes in net assets, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

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

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of the 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 audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's 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 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 Encore Learning as of June 30, 2020 and 2019, and the changes in its net assets and cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

## **Other Matters**

### *Other Information*

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The accompanying schedules of expenditures of federal awards, as required by Title 2 U.S. *Code of Federal Regulations Part 200, Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards*, and Schedule of Compensation, Benefits and other Payments to the School Leader, are presented for purposes of additional analysis and are 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.

The Performance and Statistical Data is not a required part of the basic financial statements but is supplementary information required by Louisiana State Law. 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. We have applied certain limited procedures, which are described in the Independent Accountant's Report on Applying Agreed-Upon Procedures. However we did not audit this information and, accordingly, express no opinion on it.

### **Other Reporting Required by *Government Auditing Standards***

In accordance with *Government Auditing Standards*, we have also issued our report dated December 18, 2020, on our consideration of Encore Learning's internal control over financial reporting and our tests of its compliance with certain provisions of laws, regulations, contracts, grant agreements and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of Encore Learning's internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with Government Auditing Standards in considering Encore Learning's internal control over financial reporting and compliance. report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of Encore Learning's internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering Encore Learning's internal control over financial reporting and compliance.



Daigrepont & Brian, APAC  
Baton Rouge, LA

December 18, 2020

ENCORE LEARNING  
STATEMENTS OF FINANCIAL POSITION  
JUNE 30, 2020 AND 2019

	<u>2020</u>	<u>2019</u>
ASSETS		
Current Assets		
Cash	\$ 1,650,411	\$ 1,144,833
Accounts receivable, net	757,389	434,448
Prepaid expenses	123,875	43,841
Deposits	50,818	50,818
Total Current Assets	<u>2,582,493</u>	<u>1,673,940</u>
Property and Equipment		
Furniture and fixtures	80,050	80,050
Equipment	728,854	718,655
Buildings and improvements	557,765	509,145
Software	19,640	9,692
	<u>1,386,309</u>	<u>1,317,542</u>
Accumulated depreciation	(940,268)	(818,799)
Total Property and Equipment	<u>446,041</u>	<u>498,743</u>
Total Assets	<u>\$ 3,028,534</u>	<u>\$ 2,172,683</u>
LIABILITIES AND NET ASSETS		
Current Liabilities		
Accounts payable	\$ 81,718	\$ 347,256
Accrued expenses	77,332	214,980
Accrued salaries and benefits	324,878	228,679
Short term portion of debt	36,996	-
Total Current Liabilities	<u>520,924</u>	<u>790,915</u>
Long Term Liabilities		
Long term debt	876,459	-
Total Long Term Liabilities	<u>876,459</u>	<u>-</u>
Total Liabilities	1,397,383	790,915
Net Assets Without Donor Restrictions	<u>1,631,151</u>	<u>1,381,768</u>
Total Liabilities and Net Assets	<u>\$ 3,028,534</u>	<u>\$ 2,172,683</u>

See accompanying notes and independent auditors' report.

**ENCORE LEARNING  
STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS  
FOR THE YEARS ENDED JUNE 30, 2020 AND 2019**

	<u>2020</u>	<u>2019</u>
REVENUES		
Minimum Foundation Program	\$ 6,492,493	\$ 6,005,011
Federal grants	1,206,479	1,513,459
State grants	436,038	349,574
Private grants	9,135	41,764
Other income	<u>290,856</u>	<u>114,682</u>
Total Revenues	8,435,001	8,024,490
EXPENSES		
Program services	7,715,666	7,439,516
Management and general	<u>469,952</u>	<u>427,209</u>
Total Expenses	<u>8,185,618</u>	<u>7,866,725</u>
CHANGE IN NET ASSETS	249,383	157,765
Net assets - beginning of year	<u>1,381,768</u>	<u>1,224,003</u>
Net assets - end of year	<u>\$ 1,631,151</u>	<u>\$ 1,381,768</u>

See accompanying notes and independent auditors' report.

**ENCORE LEARNING  
STATEMENT OF FUNCTIONAL EXPENSES  
FOR THE YEAR ENDED JUNE 30, 2020**

	<u>Program Services</u>	<u>Management &amp; General</u>	<u>Total</u>
Curriculum materials and software	\$ 115,101	\$ -	\$ 115,101
Bad debt expense	-	3,282	3,282
Depreciation	97,175	24,294	121,469
Employee benefits	402,663	6,132	408,795
Equipment and furniture	7,518	1,879	9,397
Food service	570,814	-	570,814
Insurance	76,758	19,190	95,948
Janitorial	116,812	29,203	146,015
Miscellaneous	4,159	1,040	5,199
Payroll taxes	335,728	5,979	341,707
Postage	1,242	-	1,242
Professional development	24,231	-	24,231
Recruiting	1,890	-	1,890
Rent	557,947	139,487	697,434
Repairs and maintenance	116,432	29,108	145,540
Salaries	4,082,981	95,361	4,178,342
Supplies	129,994	7,031	137,025
Technical and professional services	608,726	85,123	693,849
Telephone	29,201	7,300	36,501
Transportation	374,123	-	374,123
Utilities	62,171	15,543	77,714
	<u>\$ 7,715,666</u>	<u>\$ 469,952</u>	<u>\$ 8,185,618</u>

See accompanying notes and independent auditors' report.

**ENCORE LEARNING  
STATEMENT OF FUNCTIONAL EXPENSES  
FOR THE YEAR ENDED JUNE 30, 2019**

	<u>Program Services</u>	<u>Management &amp; General</u>	<u>Total</u>
Curriculum materials and software	\$ 99,605	\$ -	\$ 99,605
Bad debt expense	-	15,646	15,646
Depreciation	111,002	27,751	138,753
Employee benefits	492,160	3,900	496,060
Equipment and furniture	11,192	2,798	13,990
Food service	655,728	-	655,728
Insurance	33,847	8,462	42,309
Janitorial	31,863	7,966	39,829
Miscellaneous	18,190	4,548	22,738
Payroll taxes	280,598	6,716	287,314
Postage	2,299	-	2,299
Professional development	8,512	-	8,512
Recruiting	11,715	-	11,715
Rent	546,437	136,609	683,046
Repairs and maintenance	98,552	24,638	123,190
Salaries	3,814,655	62,561	3,877,216
Supplies	124,296	19,222	143,518
Technical and professional services	496,979	83,975	580,954
Telephone	22,250	5,562	27,812
Transportation	512,215	-	512,215
Utilities	67,421	16,855	84,276
	<u>\$ 7,439,516</u>	<u>\$ 427,209</u>	<u>\$ 7,866,725</u>

See accompanying notes and independent auditors' report.



ENCORE LEARNING  
STATEMENTS OF CASH FLOWS  
FOR THE YEARS ENDED JUNE 30, 2020 AND 2019

	<u>2020</u>	<u>2019</u>
CASH FLOWS FROM OPERATING ACTIVITIES		
Changes in net assets	\$ 249,383	\$ 157,765
<u>Adjustments to reconcile net revenues over expenses to net cash provided by (used in) operating activities:</u>		
Depreciation	121,469	138,753
Bad debt expense	3,282	15,646
Increase in accounts receivable	(326,223)	(16,234)
(Increase) Decrease in prepaid expense	(80,034)	34,389
Increase in deposits	-	(40,000)
Increase (Decrease) in accounts payable	(265,538)	183,902
Increase (Decrease) in accrued salaries and benefits	96,199	(53,450)
Increase (Decrease) in accrued expenses	(137,648)	119,397
Total adjustments	<u>(588,493)</u>	<u>382,403</u>
Net cash provided by (used in) operating activities	(339,110)	540,168
CASH FLOWS FROM INVESTING ACTIVITIES		
Cash payments for fixed assets	<u>(68,767)</u>	<u>(92,831)</u>
Net cash used in investing activities	(68,767)	(92,831)
CASH FLOWS FROM FINANCING ACTIVITIES		
Proceeds from debt	<u>913,455</u>	<u>-</u>
Net cash provided by financing activities	<u>913,455</u>	<u>-</u>
INCREASE IN CASH	505,578	447,337
CASH, BEGINNING OF YEAR	<u>1,144,833</u>	<u>697,496</u>
CASH, END OF YEAR	<u>\$ 1,650,411</u>	<u>\$ 1,144,833</u>

See accompanying notes and independent auditors' report.

**ENCORE LEARNING  
NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEARS ENDED JUNE 30, 2020 & 2019**

**1. Summary of Significant Accounting Policies**

(a) Organization

Encore Learning (the School) began operations on June 19, 2009 in New Orleans, LA as a non-profit organization and on March 1, 2012 was granted full approval as a Type One charter by the Orleans Parish School Board. The School first opened for enrollment beginning in the 2012-2013 school year. In prior years, the School operated under a charter in Orleans Parish which expired June 30, 2017 and was not renewed. The School has since been approved as a Type 3 charter and officially became its own local education agency (LEA) as of July 1, 2017.

(b) Basis of Accounting

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

*Net Assets Without Donor Restrictions* are net assets that are not subject to donor-imposed restrictions and are available for use at the organization's discretion.

*Net Assets With Donor Restrictions* are net assets subject to donor-imposed restrictions that may or will be met, either by actions of the organization, and/or the passage of time. Once the restrictions are met, they are reclassified to net assets without donor restrictions.

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

(c) Revenues

The School receives the majority of its revenue from the Minimum Foundation Program (MFP). The amount of the MFP funding is based on an allocation of funds provided by the State of Louisiana and local taxes. The allocation calculation is primarily based on the student enrollment at the School and is recognized monthly when received.

Federal and state funds are passed through the Louisiana Department of Education. The School's federal grant funding is on a cost reimbursement basis and is recognized as earned once the expenditures have been incurred.

The School receives private funding in the form of contributions from various individuals and entities. Contributions are recognized when an unconditional promise to give is received. Conditional promises to give, 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. The School does not have any activity that would give rise to variable consideration.

(d) Cash

Cash consists of bank deposits held with financial institutions and cash on hand.

**ENCORE LEARNING**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE YEARS ENDED JUNE 30, 2020 & 2019**

**1. Summary of Significant Accounting Policies (continued)**

(e) Accounts and Grants Receivable

Accounts receivable represent amounts due under federal and state grant programs as well as contributions. The grant programs are reimbursable in nature and revenue is recognized as a receivable once the expenditures are incurred. Contributions are recognized at estimated fair value when the donor makes a pledge to give when it is an unconditional promise. The School does not recognize a conditional promise to give until the conditions upon which the promise depends are substantially met.

(g) Functional Expenses

The School allocates its expenses on a functional basis between program service or general and administrative. Expenses that can be identified with the school curriculum are allocated directly according to their natural expense classification. Other expenses are allocated between program service and general and administrative based on management's estimate of time, percentage, or square footage used, among other factors.

(f) Income Taxes

The School accounts for income taxes in accordance with FASB ASC 740-10, *Accounting for Uncertainty in Income Taxes*. Management believes it has no material uncertain tax positions and, accordingly has not recognized a liability for any unrecognized tax benefits.

The School is a not-for-profit organization that is exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code. The School files information returns in the U.S. federal jurisdiction. The School is not subject to U.S. federal income tax examinations by tax authorities beyond three years from the filing of those returns.

(g) Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that effect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

(h) Recently Issued Account Standards

Effective July 1, 2019, the School adopted the requirements of the Financial Accounting Standards Board's (FASB) Accounting Standards Update (ASU) No. 2014-09, "Revenue from Contracts with Customers (Topic 606)". This ASU and all subsequently issued clarifying ASUs replaced most revenue recognition guidance in U.S. GAAP and addresses how an entity should recognize revenue derived from various contracts with customers that generate revenue, along with requiring additional disclosures related to the nature, amount, and timing of revenue and cash flows arising from contracts with customers. Primarily, the update requires the organization to evaluate the various performance obligations related to its contracts with customers, allocate the transaction price to the various performance obligations, and recognize revenue as performance obligations are satisfied. The standard was adopted using the modified retrospective method.

**ENCORE LEARNING  
NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEARS ENDED JUNE 30, 2020 & 2019**

**1. Summary of Significant Accounting Policies (continued)**

(h) Recently Issued Account Standards (continued)

Effective July 1, 2019, the School adopted the requirements of the Financial Accounting Standards Board's (FASB) Accounting Standards Update (ASU) No. 2018-08, Not-for-Profit Entities (Topic 958), Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made. The ASU clarifies and improves the guidance for contributions received and contributions made, and provides guidance to organizations on how to account for transactions as contributions or exchange transactions. In addition, it clarifies whether a contribution is conditional.

The adoption of these standards did not result in any changes to beginning net assets at July 1, 2019. Based on the School's evaluation process and review of its grant contracts and contribution award documentation, the timing and amount of revenue recognized previously is consistent with how revenue is recognized under the new standards.

**2. Reclassification**

Certain amounts included in the prior year financial statements have been reclassified to conform to the current year presentation.

**3. Concentrations**

At various times during the year, the School maintained cash balances in its bank accounts in excess of FDIC insurable limits. In evaluating this credit risk, the School periodically evaluated the stability of these financial institutions.

The School receives the majority of its operating revenue from the State of Louisiana in the form of MFP funding. The School also receives grants from federal agencies, state agencies, and private foundations. The percentage of revenue and receivables from these sources in excess of 10% is as follows:

	Revenue	Receivables
<b>2020</b>		
MFP	77%	17%
Federal Grants	14%	46%
State Grants	N/A	37%
<b>2019</b>		
MFP	75%	N/A
Federal Grants	19%	53%
State Grants	N/A	46%

**4. Compensated Absences**

Employees earn paid time off based on various factors such as length of service and job title. Any unused paid time off is paid out at the end of the year and does not carry over to the following year. Therefore, there are no compensated absences accrued at June 30, 2020 or 2019.

**ENCORE LEARNING  
NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEARS ENDED JUNE 30, 2020 & 2019**

**5. Leases**

In 2015, the School sold a building and piece of land that it had previously purchased to a third party developer so that it could be renovated. On March 30, 2015 the school signed a lease with this developer to occupy the building. The lease was scheduled to begin on the later of June 30, 2015 or when the Certificate of Occupancy was delivered. The building was not completed by June 30, 2015 so the lease did not commence until September 21, 2015 which was the first day of classes at the newly renovated building. The lease expires on June 30, 2025 unless the School exercises one of its three options to renew the lease for additional 5 year periods. The first and second year lease payments are equal to 122% of the developer's debt coverage payments for the total project with the lease amount increasing by 1% over the previous year's lease payments for the remainder of the lease term. Lease expense for the years ended June 30, 2020 and 2019 was \$643,089 and \$636,722, respectively.

In addition to the annual lease payments the School is also required to pay a developer fee of 3% of the total project cost. These payments are equal to 2% of the prior year's monthly lease payments beginning on the first day of the third lease year and continuing until paid in full. Developer fees for the years ended June 30, 2020 and 2019 were \$12,734 and \$12,608, respectively.

The School also has the option to purchase the building at any time during the lease term. The purchase option price is equal to 103% of the total project costs plus any unpaid balance of the developer fee or any other amount due under the lease.

Projected annual lease and developer fee payments for the next 5 years and thereafter are as follows:

	Lease	Developer Fee
2021	\$ 649,520	\$ 12,862
2022	656,015	12,990
2023	662,576	13,120
2024	669,201	13,252
2025	675,893	124,209

**6. Property and Equipment**

Property and equipment are stated at cost at the date of purchase or, for donated assets, at fair value at the date of donation, less accumulated depreciation. Depreciation is calculated using the straight-line method over the lesser of the estimated useful lives of the assets or the least term. The useful lives range from three to forty years. The School's policy is to capitalize renewals and betterments acquired for greater than \$1,000 and expense normal repairs and maintenance as incurred.

All assets acquired with public funds are the property of the School for the duration of the charter. If the charter is revoked or surrendered, or the School otherwise ceases to operate, all assets purchased with public funds will automatically revert to full ownership by BESE or the appropriate agency.

Depreciation expense was \$121,469 and \$138,753 for the years ended June 30, 2020 and 2019, respectively.

**ENCORE LEARNING  
NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEARS ENDED JUNE 30, 2020 & 2019**

**7. Line of Credit**

The School has an revolving line of credit of \$100,000 with a bank. Interest on the line of credit is computed at the bank's prime rate, which was 9% at June 30, 2020, and is paid monthly. As of June 30, 2020 there was no outstanding balance on the line of credit.

**8. Retirement Plan**

The School offers a 403(b) retirement plan for eligible employees. Eligibility to participate in the plan is based on the employee's age, length of service, and various other factors. For those that are eligible, the School will match up to 5% of the employee's contributions. The School does not participate in the Teachers' Retirement System of Louisiana (TRSL).

For the years ended June 30, 2020 and 2019 the amount paid related to the School's retirement plan was \$86,801 and \$102,364 respectively.

**9. Commitments and Contingencies**

The School receives grants for specific purposes that are subject to audit by the grantor agencies. Such audits could lead to requests for reimbursement to the grantor agency for expenditures disallowed under terms of the grant. It is the opinion of the School's management that its compliance with the terms of the grant will not result in any disallowed costs.

**10. Liquidity and Availability of Financial Assets**

The following reflects the School's financial assets as of the statement of financial position date within one year of the statement of financial position date.

Financial Assets at Year End:	<u>2020</u>	<u>2019</u>
Cash	\$ 1,650,411	\$ 1,144,833
Accounts Receivable, net	757,389	434,448
Available Line of Credit	<u>100,000</u>	<u>100,000</u>
Financial Assets Available for General Expenditures	<u>\$ 2,507,800</u>	<u>\$ 1,679,281</u>

As part of the School's liquidity management, cash is kept in a checking account that can be accessed to meet daily needs of the organization. In addition, the School has a \$100,000 line of credit it could draw upon in the event of an unanticipated liquidity need.

**11. Subsequent Event**

In preparing these financial statements, the School has evaluated events and transactions for potential recognition or disclosure through December 18, 2020, which is the date the financial statements were available to be issued.

**COVID-19**

On January 30, 2020, the World Health Organization ("WHO") announced a global health emergency because of a new strain of coronavirus originating in Wuhan, China (the "COVID-19 outbreak") and the risks to the international community as the virus spreads globally beyond its point of origin. In March 2020, the WHO classified the COVID-19 outbreak as a pandemic, based on the rapid increase in exposure globally.

**ENCORE LEARNING  
NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEARS ENDED JUNE 30, 2020 & 2019**

**11. Subsequent Event (continued)**

The full impact of the COVID-19 outbreak continues to evolve as of the date of this report. As such, it is uncertain as to the full magnitude that the pandemic will have on the School’s financial condition, liquidity, and future results of operations. Management is actively monitoring the situation on its financial condition, liquidity, operations, suppliers, industry, and workforce. Given the daily evolution of the COVID-19 outbreak and the responses to curb its spread, the School is not able to fully estimate the effects of the COVID-19 outbreak on its results of operations, financial condition, or liquidity for fiscal year 2021.

**12. PPP Loan**

The School received additional federal funding in the form of forgivable SBA loan for the purpose of maintaining the School's staffing during the Covid-19 Pandemic of 2020. This funding was issued as a loan with stipulations that the loan would be forgivable up to the full amount of the loan if the funds were used for particular expenditures. No interest or principal payments are required until February 2021, at which point interest of 1% per year will be assessed on the outstanding balance. No portion of this loan has been forgiven as of June 30, 2020. The balance due as of June 30, 2020 and 2019 was \$913,455 and \$0, respectively.

Future maturities for this note are as follows:

Fiscal Year 2021	\$ 36,996
Fiscal Year 2022	87,583
Fiscal Year 2023	88,463
Fiscal Year 2024	89,352
Fiscal Year 2025	90,249
Thereafter	520,812
	<u>\$ 913,455</u>

**ENCORE LEARNING  
SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS  
FOR THE YEAR ENDED JUNE 30, 2020**

<u>Federal Grantor/Pass-Through Grantor/Program Title</u>	<u>CFDA Number</u>	<u>Pass-through Entity Identifying Number</u>	<u>Total Federal Expenditures</u>
<b>U.S. Department of Agriculture</b>			
<b>Passed Through LA Department of Education</b>			
<b>Child Nutrition Cluster</b>			
National School Lunch Program	10.555	N/A	\$ 338,685
Child and Adult Care Food Program	10.558	N/A	252,506
Summer Food Service Program for Children	10.559	N/A	<u>68,577</u>
Total Child Nutrition Cluster			<u>659,768</u>
<b>Total Passed Through LA Department of Education</b>			<u>659,768</u>
<b>Total U.S. Department of Agriculture</b>			659,768
<b>U.S. Department of Education</b>			
<b>Passed Through LA Department of Education</b>			
Temporary Assistance to Needy Families	93.558	N/A	13,568
Special Education Grants to States	84.027	N/A	128,630
Title 1 Grants to Local Educational Agencies	84.010	N/A	331,309
Teacher and School Leader Incentive Grants	84.367	N/A	44,916
Student Support and Academic Enrichment Program	84.424	N/A	<u>28,288</u>
<b>Total Passed Through LA Department of Education</b>			<u>546,711</u>
<b>Total U.S. Department of Education</b>			<u>546,711</u>
<b>Total Expenditures of Federal Awards</b>			<u><u>\$ 1,206,479</u></u>

See accompanying notes to schedule of expenditures of federal awards.



**ENCORE LEARNING  
NOTES TO THE SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS  
FOR THE YEAR ENDED JUNE 30, 2020**

**1. Basis of Presentation**

The accompanying schedule of expenditures of federal awards (the Schedule) includes the federal activity of Encore Learning (the School) under programs of the federal government for the year ended June 30, 2020. 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). Because the Schedule presents only a selected portion of the operations of the School, it is not intended to and does not present the financial position, changes in net assets, or cash flows of the School.

**2. Summary of Significant Accounting Policies**

Expenditures reported on the Schedule are reported on the accrual basis of accounting. Such expenditures are recognized following the cost principles contained in OMB Circular A-122, Cost Principles for Non-Profit Organizations, wherein certain types of expenditures are not allowable or are limited as to reimbursement.

**3. Indirect Cost Rate**

The School has elected not to use the 10% de minimis indirect cost rate allowed by the Uniform Guidance.

**ENCORE LEARNING  
SCHEDULE OF COMPENSATION, BENEFITS, AND  
OTHER PAYMENTS TO THE SCHOOL LEADER  
FOR THE YEAR ENDED JUNE 30, 2020**

School Leader	T. Smith
Salary	\$ 137,500
Benefits - insurance	4,411
Reimbursement	1,575
	<u>\$ 143,486</u>

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

Board of Directors  
Encore Learning  
New Orleans, LA

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 Encore Learning (a non-profit organization) which comprise the statement of financial position as of June 30, 2020, and the related statement of activities, functional expenses and cash flows for the year then ended, and the related notes to the financial statements, and have issued our report thereon dated December 18, 2020.

### **Internal Control Over Financial Reporting**

In planning and performing our audit of the financial statements, we considered Encore Learning'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 Encore Learning's internal control. Accordingly, we do not express an opinion on the effectiveness of the School's internal control.

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

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

### **Compliance and Other Matters**

As part of obtaining reasonable assurance about whether Encore Learning'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*.

## **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 organization'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 organization'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.

A handwritten signature in cursive script that reads "Daigrepont & Brian APAC".

Daigrepont & Brian, APAC  
Baton Rouge, LA

December 18, 2020

INDEPENDENT AUDITORS' REPORT ON COMPLIANCE FOR EACH MAJOR PROGRAM  
AND ON INTERNAL CONTROL OVER COMPLIANCE REQUIRED BY THE UNIFORM GUIDANCE

To the Board of Directors

Encore Learning

New Orleans, LA

### **Report on Compliance for Each Major Federal Program**

We have audited Encore Learning, compliance with the types of compliance requirements described in the *OMB Compliance Supplement* that could have a direct and material effect on each of Encore Learning's major federal programs for the year ended June 30, 2020. Encore Learning's major federal programs are identified in the summary of auditors' results section of the accompanying schedule of findings and questioned costs.

### ***Management's Responsibility***

Management is responsible for compliance with federal statutes, regulations, and the terms and conditions of its federal awards applicable to its federal programs.

### ***Auditor's Responsibility***

Our responsibility is to express an opinion on compliance for each of Encore Learning's major federal programs based on our audit of the types of compliance requirements referred to above. We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States; 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). Those standards and the Uniform Guidance require that we plan and perform the audit to obtain reasonable assurance about whether noncompliance with the types of compliance requirements referred to above that could have a direct and material effect on a major federal program occurred. An audit includes examining, on a test basis, evidence about Encore Learning's compliance with those requirements and performing such other procedures, as we considered necessary in the circumstances.

We believe that our audit provides a reasonable basis for our opinion on compliance for each major federal program. However, our audit does not provide a legal determination on Encore Learning's compliance.

### ***Opinion on Each Major Federal Program***

In our opinion Encore Learning complied, in all material respects, with the types of compliance requirements referred to above that could have a direct and material effect on its major federal programs for the year ended June 30, 2020.

### **Report on Internal Control Over Compliance**

Management of Encore Learning is responsible for establishing and maintaining effective internal control over compliance with the types of compliance requirements referred to above. In planning and performing our audit of compliance, we considered Encore Learning's internal control over compliance with the types of requirements that could have a direct and material effect on each major federal program to determine the auditing procedures that are appropriate in the circumstances for the purpose of expressing our opinion on compliance for each major program 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 internal control over compliance. Accordingly, we do not express an opinion on the effectiveness of Encore Learning's 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 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 first paragraph of this section and was not designed to identify all deficiencies in internal control over compliance that might be material weaknesses or significant deficiencies. We did not identify any deficiencies in internal control over compliance that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

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.

This report is intended solely for the information and use of the Board of Directors, management, the Legislative Auditor, and federal awarding agencies 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.

*Daigrepoint & Brian APAC*

Daigrepoint & Brian, APAC  
Baton Rouge, LA

December 18, 2020

**ENCORE LEARNING  
SCHEDULE OF FINDINGS AND QUESTIONED COSTS  
FOR THE YEAR ENDED JUNE 30, 2020**

We have audited the financial statements of Encore Learning, as of June 30, 2020, and for the year then ended, and have issued our report thereon dated December 18, 2020. 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 and the provisions of the Uniform Guidance. Our audit of the financial statements as of June 30, 2020 resulted in an unmodified opinion.

**Summary of Auditors' Reports**

**A. Identification of Major Programs**

CFDA Number(s)	Name of Federal Program or Cluster
10.555, 10.558, & 10.559	Child Nutrition Cluster

Dollar threshold used to distinguish between Type A and Type \$ 750,000

Is the auditee a 'low risk' auditee as defined by the Uniform Yes  No

**B. Report on Internal Control and Compliance Material to the Financial Statements**

Internal Control			
Material Weaknesses	Yes	<input type="checkbox"/>	No <input checked="" type="checkbox"/>
Significant Deficiencies	Yes	<input type="checkbox"/>	No <input checked="" type="checkbox"/>
Compliance with Provisions of Laws, Regulation, Contracts or Grant Agreements			
	Yes	<input type="checkbox"/>	No <input checked="" type="checkbox"/>

**C. Report on Each Major Federal Program and on Internal Control Over Compliance**

Internal Control			
Material Weaknesses	Yes	<input type="checkbox"/>	No <input checked="" type="checkbox"/>
Significant Deficiencies	Yes	<input type="checkbox"/>	No <input checked="" type="checkbox"/>

Type of Opinion on Compliance for Each Major Program			
Child Nutrition Cluster	Unmodified		

Are there findings required to be reported in accordance with Yes  No

**Findings - Financial Statement Audit**

There are no findings for the year ended June 30, 2020.

**Questioned Costs**

There are no questioned costs for the year ended June 30, 2020.

**ENCORE LEARNING  
SUMMARY SCHEDULE OF PRIOR YEAR FINDINGS  
FOR THE YEAR ENDED JUNE 30, 2019**

**Summary of Prior Audit Findings**

There were no prior year audit findings.

**Summary of Prior Questioned Costs**

There were no questioned cost for the year ended June 30, 2019.



INDEPENDENT ACCOUNTANT'S REPORT  
ON APPLYING AGREED-UPON PROCEDURES

Board of Directors  
Encore Learning  
New Orleans, LA

We have performed the procedures included in the *Louisiana Governmental Audit Guide* and enumerated below, which were agreed to by the management of Encore Learning (a non-profit organization) and the Legislative Auditor, State of Louisiana, on the performance and statistical data accompanying the annual financial statements of Encore Learning for the fiscal year ended June 30, 2020; and to determine specified schedules are free of obvious errors and omissions as provided by the Board of Elementary and Secondary Education in compliance with Louisiana Revised Statute 24:514.1. Management of Encore Learning is responsible for its performance and statistical data. The sufficiency of these procedures is solely the responsibility of the specified users of this report. Consequently, we make no representation regarding the sufficiency of the procedures described below either for the purpose for which this report has been requested or for any other purpose.

Our procedures and findings relate to the accompanying schedules of supplemental information and are as follows:

*General Fund Instructional and Support Expenditures and Certain Local Revenue Sources (Schedule 1)*

Procedure #1

We selected a random sample of 25 transactions and reviewed supporting documentation to determine if the sampled expenditures/revenues are classified correctly and are reported in the proper amounts for each of the following amounts on the Schedule:

- Total General Fund Expenditures
- Total General Fund Equipment Expenditures
- Total Local Taxation Revenue
- Total Local Earnings on Investment in Real Property
- Total State Revenue in Lieu of Taxes
- Nonpublic Textbook Revenue
- Nonpublic Transportation Revenue

Results of Procedure #1

In performing the testing on the sample of expenditures/revenues we noted no transactions that were inappropriately classified or were recorded at an inappropriate amount.

*Class Size Characteristics (Schedule 2)*

Procedure #2

We obtained a list of classes by school, school type, and class size as reported on the Schedule. We then traced a random sample of 10 classes to the October 1st roll books for those classes and determined if the class was properly classified on the Schedule.

## Results of Procedure #2

No discrepancies were noted between the classes reported on the Schedule and those in the roll books.

## Education Levels/Experience of Public School Staff (No Schedule)

### Procedure #3

We obtained October 1st PEP data submitted to the Department of Education (or equivalent listing prepared by management), including full-time teachers, principals, and assistant principals by classification, as well as their level of education and experience, and obtained management's representation that the data/listing was complete. We then selected a sample of 25 individuals, traced to each individual's personnel file, and observed that each individual's education level and experience was properly classified on the PEP data or equivalent listing.

## Results of Procedure #3

No differences were noted between the PEP data information provided and the information in the personnel files.

## Public School Staff Data: Average Salaries (No Schedule)

### Procedure #4

We obtained June 30th PEP data submitted to the Department of Education (or equivalent listing provided by management) of all classroom teachers including their base salary, extra compensation, and ROTC or rehired retiree status as well as full-time equivalents, and obtained management's representation that the data/list was complete. We then selected 25 individuals, traced to each individual's salary, extra compensation, and full-time equivalents were properly included on the PEP data (or equivalent listing prepared by management).

## Results of Procedure #4

No differences were noted between the salary information reported on the PEP data report provided by management and the supporting records.

This agreed-upon procedures engagement was performed in accordance with attestation standards established by the American Institute of Certified Public Accountants, and the standards applicable to attestation engagements contained in *Government Auditing Standards*, issued by the United States Comptroller General. We were not engaged to and did not conduct an examination or review, the objective of which would be the expression of an opinion or conclusion, respectively, on the performance and statistical data. 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.

This purpose of this report is solely to describe the scope of testing performed on the performance and statistical data accompanying the annual financial statements of Encore Learning, as required by Louisiana Revised Statute 24:514.1, 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 Legislative Auditor as a public document.



Daigrepont & Brian  
Baton Rouge, LA

December 18, 2020

ENCORE LEARNING  
NEW ORLEANS, LA

Schedules Required by State Law (R.S. 24:514 – Performance and Statistical Data)  
As of and for the Year Ended June 30, 2020

Schedule 1 – General Fund Instructional and Support Expenditures and Certain Local Revenue Sources

This schedule includes general fund instructional and equipment expenditures. It also contains local taxation revenue, earnings on investments, revenue in lieu of taxes, and nonpublic textbook and transportation revenue. This data is used either in the Minimum Foundation Program (MFP) formula or is presented annually in the MFP 70% Expenditure Requirement Report.

Schedule 2 – Class Size Characteristics

This schedule includes the percent and number of classes with student enrollment in the following ranges: 1-20, 21-26, 27-33, and 34+ students. This data is currently reported to the Legislature in the Annual Financial and Statistical Report (AFSR).

ENCORE LEARNING  
NEW ORLEANS, LA

**General Fund Instructional and Support Expenditures and Certain Local Revenue Sources  
For the Year Ended June 30, 2020**

	Column A	Column B
<b><u>General Fund Instructional and Equipment Expenditures</u></b>		
General Fund Instructional Expenditures:		
Teacher and Student Interaction Activities:		
Classroom Teacher Salaries	\$ 2,135,387	
Other Instructional Staff Activities	808,002	
Instructional Staff Employee Benefits	616,571	
Purchased Professional and Technical Services	429,891	
Instructional Materials and Supplies	192,930	
Instructional Equipment	9,397	
Total Teacher and Student Interaction Activities		4,192,178
Pupil Support Activities	292,326	
Less: Equipment for Pupil Support Activities	-	
Net Pupil Support Activities		292,326
Instructional Staff Services	167,460	
Less: Equipment for Instructional Staff Services	-	
Net Instructional Staff Services		167,460
School Administration	385,139	
Less: Equipment for School Administration	-	
Net School Administration		385,139
Total General Fund Instructional Expenditures		\$ 5,037,103
Total General Fund Equipment Expenditures		\$ 9,397

ENCORE LEARNING  
NEW ORLEANS, LA

Class Size Characteristics  
As of October 1, 2019

School Type	Class Size Range							
	1 - 20		21 - 26		27 - 33		34+	
	Percent	Number	Percent	Number	Percent	Number	Percent	Number
Elementary								
Elementary Activity Classes								
Middle/Jr. High								
Middle/Jr. High Activity Classes								
High								
High Activity Classes								
Combination	30%	58	8%	16	60%	115	1%	2
Combination Activity Classes	79%	11	7%	1	14%	2	0%	-

**Note:** The Board of Elementary and Secondary Education has set specific limits on the maximum size of classes at various grade levels. The maximum enrollment in grades K-3 is 26 students and maximum enrollment in grades 4-12 is 33 students. These limits do not apply to activity classes such as physical education, chorus, band, and other classes without maximum enrollment standards. Therefore, these classes are included only as separate line items.