North Louisiana Economic Partnership, Inc.

Financial Statements

As of and for the Years Ended December 31, 2016 and 2015

North Louisiana Economic Partnership, Inc.

Table of Contents

	Page No.
Independent Auditors' Report	1 - 2
Financial Statements:	
Statements of Financial Position	3
Statements of Activities For the Year Ended December 31, 2016 For the Year Ended December 31, 2015	4 5
Statements of Functional Expenses For the Year Ended December 31, 2016 For the Year Ended December 31, 2015	6 7
Statements of Cash Flows	8
Notes to Financial Statements	9 – 13
Schedule of Compensation, Benefits, and Other Payments to Agency Head	14
Report on Internal Control Over Financial Reporting and on Compliance and Other Matters Based on An Audit of Financial Statements Performed in Accordance With <i>Government Auditing Standards</i>	15 – 16
Summary Schedule of Audit Findings	17

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Independent Auditors' Report

To the Board of Directors

North Louisiana Economic Partnership, Inc.

Report on the Financial Statements

We have audited the accompanying financial statements of North Louisiana Economic Partnership, Inc. (a nonprofit organization), which comprise the statements of financial position as of December 31, 2016 and 2015, and the related statements of activities, functional expenses and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

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

Auditors' Responsibility

Our responsibility is to express 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 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 North Louisiana Economic Partnership, Inc., as of December 31, 2016 and 2015, 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.

Other Matters

Other Information

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The accompanying schedule of compensation, benefits, and other payments to agency head on page 14, 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.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated June 22, 2017, on our consideration of the North Louisiana Economic Partnership, 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 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 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 North Louisiana Economic Partnership, Inc.'s internal control over financial reporting and compliance.

Cook & Morehart

Certified Public Accountants

tradara 11 + Nev.

June 22, 2017

North Louisiana Economic Partnership, Inc. Statements of Financial Position December 31, 2016 and 2015

Assets	2016	2015	
Current assets:			
Cash and cash equivalents	\$ 303,351	\$ 518,487	
Accounts receivable	46,869	34,949	
Grants receivable	31,250	230,757	
Prepaid expenses	30,904	25,480	
Unconditional promises to give	185,471	321,725	
Total current assets	597,845	1,131,398	
Noncurrent assets:			
Unconditional promises to give	431,052		
Property and equipment, net	147,056	34,703	
Total noncurrent assets	578,108	34,703	
Total Assets	\$ 1,175,953	\$ 1,166,101	
Liabilities and Net Assets			
Current Liabilities			
Accounts payable and accrued expenses	\$ 27,250	\$ 51,779	
Total current liabilities	27,250	51,779	
Net assets			
Unrestricted:			
Operating	385,124	692,394	
Fixed assets	147,056	34,703	
Temporarily restricted	616,523	387,225	
·	2),		
Total net assets	1,148,703	1,114,322	
Total Liabilities and Net Assets	\$ 1,175,953	\$ 1,166,101	

North Louisiana Economic Partnership, Inc. Statement of Activities For the Year Ended December 31, 2016

	U	nrestricted	emporarily Restricted	_	Totals
Revenues, gains, support and reclassifications:					
Rent and royalties	\$	192,786	\$	\$	192,786
Grants and contracts		414,772			414,772
Contributions and donations		862,275	606,523		1,468,798
Miscellaneous		147,662			147,662
Net assets released from restrictions					
Satisfaction of program restrictions		377,225	 (377,225)		
Total revenues, gains, support					
and reclassifications		1,994,720	 229,298		2,224,018
Functional Expenses Supporting services General and administrative		220,313			220,313
Program services					
Economic development		1,969,324			1,969,324
Total expenses	-	2,189,637			2,189,637
Change in net assets		(194,917)	229,298		34,381
Net assets, beginning of year		727,097	387,225		1,114,322
Net assets, end of year	\$	532,180	\$ 616,523	\$	1,148,703

North Louisiana Economic Partnership, Inc. Statement of Activities For the Year Ended December 31, 2015

	Uı	nrestricted		emporarily estricted	_	Totals
Revenues, gains, support and reclassifications:						
Rent and royalties	\$	207,135	\$		\$	207,135
Grants and contracts		519,978		65,500		585,478
Contributions and donations		694,151				694,151
Miscellaneous		112,755				112,755
Net assets released from restrictions						
Satisfaction of program restrictions		426,903		(426,903)	_	
Total revenues, gains, support						
and reclassifications	_	1,960,922		(361,403)	-	1,599,519
Functional Expenses: Supporting services General and administrative		157,012				157,012
Program services						
Economic development		1,633,185				1,633,185
Total expenses		1,790,197				1,790,197
Change in net assets		170,725		(361,403)		(190,678)
Net assets, beginning of year	31	556,372	,	748,628	_	1,305,000
Net assets, end of year	\$	727,097	\$	387,225	\$	1,114,322

North Louisiana Economic Partnership, Inc. Statement of Functional Expenses For the Year Ended December 31, 2016

	Support Services		Program Services			
	Ge	neral				
	а	and	Economic			
	Admir	istrative	Dev	elopment	-	Totals
Salaries and commissions	\$	81,571	\$	765,541	\$	847,112
Payroll taxes		5,588		52,298		57,886
Pension expense		6,095		57,036		63,131
Other employee benefits		7,891		73,845		81,736
Advertising				121,505		121,505
Liability insurance		5,529				5,529
Building rent		9,471		129,143		138,614
Office supplies		9,050				9,050
Periodicals and dues				17,977		17,977
Postage		820				820
Professional expense		27,017		11,426		38,443
Photocopy and printing				11,144		11,144
Travel		4,286		40,113		44,399
Professional development		941		8,805		9,746
Repairs and maintenance				10,939		10,939
Computer expense				35,084		35,084
Telephone		1,760		16,470		18,230
Miscellaneous		18,902		6,892		25,794
Annual meeting				84,995		84,995
DED - Tier I and II contracts				99,565		99,565
NELA branding				66,292		66,292
Other grants				124,749		124,749
Website development				3,177		3,177
Business relations				150,092		150,092
Business development				3,534		3,534
Education initiatives				12,756		12,756
Development expense		30,017				30,017
Relocation expense		8,235		36,561		44,796
Depreciation		3,140		29,385		32,525
Total expenses	\$	220,313	\$	1,969,324	\$	2,189,637

North Louisiana Economic Partnership, Inc., Statement of Functional Expenses For the Year Ended December 31, 2015

	Supp	ort Services	Prog	ram Services	3		
		Seneral					
	and Administrative		Е	conomic			
			De	velopment	F15	Totals	
Salaries and commissions	\$	63,561	\$	646,110	\$	709,671	
Payroll taxes	•	5,600	•	42,371	•	47,971	
Pension expense		4,140		31,318		35,458	
Other employee benefits		6,279		47,500		53,779	
Advertising		•		24,227		24,227	
Liability insurance		4,701		,		4,701	
Building rent		10,239		77,467		87,706	
Office supplies		4,690		•		4,690	
Periodicals and dues				35,431		35,431	
Postage		646				646	
Professional expense		18,780		2,418		21,198	
Photocopy and printing				158		158	
Travel		3,991		30,195		34,186	
Professional development		1,119		8,468		9,587	
Repairs and maintenance				11,085		11,085	
Computer expense				32,979		32,979	
Telephone		1,778		13,452		15,230	
Miscellaneous		22,121		143,005		165,126	
DED - Tier I and II contracts				103,509		103,509	
LED contract				200,550		200,550	
Website development				5,646		5,646	
Business relations				150,230		150,230	
Business development				1,381		1,381	
Education Initiatives				25,685		25,685	
Depreciation	1	9,367				9,367	
Total expenses	\$	157,012	\$	1,633,185	\$	1,790,197	

North Louisiana Economic Partnership, Inc. Statements of Cash Flows For the Years Ended December 31, 2016 and 2015

Operating Activities	Ş	2016		2015
Changes in net assets	\$	34,381	\$	(190,678)
Adjustments to reconcile change in net assets to				
net cash provided (used) by operating activities:				
Depreciation		32,525		9,367
(Increase) decrease in operating assets:				
Accounts receivable		(11,920)		(16,075)
Grants receivable		199,507		151,832
Prepaid expenses		(5,424)		(20,945)
Unconditional promises to give		(294,798)		385,263
Increase (decrease) in operating liabilities				
Accounts payable and accrued expenses		(24,529)		(235,713)
Net cash provided (used) by operating activities	-	(70,258)		83,051
Investing Activities				
Purchase of equipment		(144,878)		(4,816)
Net cash (used) by investing activities		(144,878)	1===	(4,816)
Net increase (decrease) in cash and cash equivalents		(215,136)		78,235
Cash and cash equivalents as of beginning of year		518,487	6 	440,252
Cash and cash equivalents as of end of year	\$	303,351	\$	518,487
Supplemental disclosure				
Non-cash investing and financing activities:				
Acquisition of equipment				
Cost of equipment	\$		\$	11,607
Trade account payable	-			(6,791)
Cash payment for equipment	\$		\$	4,816

(1) Summary of Significant Accounting Policies

A. Nature of Activities

The North Louisiana Economic Partnership, Inc. (NLEP) is a nonprofit organization incorporated under the laws of the State of Louisiana and is exempt from federal income tax under Section 501(c)3 of the Internal Revenue Code. The purpose of the North Louisiana Economic Partnership, Inc. is to assist local government by studying problems such as public education, crime prevention, poverty, and economic development and publicize the results of its research and recommendations, and to work for the general betterment of the North Louisiana area.

B. Basis of Accounting

The financial statements of the North Louisiana Economic Partnership, Inc. have been prepared on the accrual basis of accounting.

C. Use of Estimates

Management uses estimates and assumptions in preparing financial statements. Those estimates and assumptions affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities, and reported revenues and expenses. Actual results could differ from those estimates.

D. Basis of Presentation

Financial statement presentation follows the recommendations of the Financial Accounting Standards Board in its Statement of Financial Accounting Standards. Under those standards, the Organization is required to report information regarding its financial position and activities according to three classes of net assets, unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets.

E. Cash and Cash Equivalents

For purposes of the Statement of Cash Flows, the North Louisiana Economic Partnership, Inc. considers all unrestricted highly liquid investments with an initial maturity of three months or less to be cash equivalents.

F Promises to Give

Unconditional promises to give are recognized as revenues or gains in the period the promise to give is received and as assets, decreases of liabilities, or expenses depending on the form of the benefits received. Management provides for probable uncollectible amounts through establishment of an allowance, based on its assessment of recent collection history and current donor relationships. Initial amounts recognized represent the fair value expected to be collected. Conditional promises to give are recognized when the conditions on which they depend are substantially met.

G. Property and Equipment

Property and equipment are carried at cost or, if donated, at the approximate fair value at the date of donation. Depreciation is provided on the straight-line method over the estimated useful lives of the assets. The North Louisiana Economic Partnership, Inc. has adopted a policy of capitalizing all assets with a unit value of \$2,500 or more.

H. Restricted and Unrestricted Revenue and Support

Support that is restricted by the donor is reported as an increase in unrestricted net assets if the restriction expires in the reporting period in which the support is recognized. All other donor-restricted support is reported as an increase in temporarily or permanently restricted net assets, depending on the nature of the restriction. When a restriction expires (that is, when a stipulated time restriction ends or 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.

I. Income Tax Status

The North Louisiana Economic Partnership, Inc. is exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code. However, income from certain activities not directly related to the Partnership's tax-exempt purpose is subject to taxation as unrelated business income. The Partnership had no such income during this audit period. The North Louisiana Economic Partnership, Inc.'s Forms 990, *Return of Organization Exempt from Income Tax*, for the years ended 2013, 2014, 2015, and 2016 are subject to examination by the IRS, generally for three years after they were filed.

J. Advertising Costs

The NLEP uses advertising to promote its services among the community it serves. The costs of advertising are expensed as incurred. During 2016 and 2015, advertising costs totaled \$121,505 and \$24,227 respectively.

(2) Concentrations of Credit Risk

Financial instruments that potentially subject NLEP to concentrations of credit risk consist principally of temporary cash investments, accounts receivable, grant receivables, and promises to give. Concentrations of credit risk with respect to grant receivables are limited due to these amounts being due from governmental agencies under contractual terms. Concentrations of credit risk with respect to accounts receivable and promises to give are limited due to the large number of contributors comprising the North Louisiana Economic Partnership, Inc.'s contributor base and their dispersion across different industries. As of December 31, 2016 and 2015 the North Louisiana Economic Partnership, Inc. had no significant concentrations of credit risk in relation to accounts receivable, grant receivables, and promises to give

The Partnership maintains cash balances at financial institutions located in the Shreveport area. Accounts at the institutions are insured by the Federal Deposit Insurance Corporation (FDIC) up to certain amounts. At December 31, 2015 total cash balances held at financial institutions was \$545,453. Of this amount, \$461,880 was secured by FDIC, and the remaining \$83,573 was unsecured. At December 31, 2016 total cash balances held at financial institutions was \$302,255, all of which was secured by FDIC.

(Continued)

(3) Accounts Receivable

Accounts receivable of \$46,869 and \$34,949 at December 31, 2016 and 2015, respectively, is comprised of riverboat boarding fees and other miscellaneous amounts due to the North Louisiana Economic Partnership, Inc. as of the end of the year but not received until after that date.

(4) Grant Receivables

Various funding sources provide reimbursement of allowable costs under contracts or agreements. These balances represent amounts due from the funding sources at December 31, 2016 and 2015 but not received until after that date.

(5) Promises to Give

The North Louisiana Economic Partnership, Inc. began an economic development campaign in 2011 entitled Regionalism Works. Payments under this campaign ended December 31, 2016. The North Louisiana Economic Partnership, Inc. initiated a new campaign during 2016 entitled "Regionalism = Results." Promises to give are restricted to payment of costs associated with economic development projects and projects supporting the economic growth of north Louisiana. The promises to give for the prior campaign are shown net of an allowance for uncollectible promises to give of \$91,412 at December 31, 2015.

Unconditional promises to give at December 31, 2016 and 2015 were as follows:

	2016	2015		
Receivable in less than one year	\$ 185,471	\$	321,725	
Receivable in one to five years Less discount on promises	438,653 (7,601)		_	
Net unconditional promises to give	\$ 616,523	\$	321,725	

(6) Property and Equipment

Property and equipment at December 31, 2016 and 2015, with estimated depreciable life, are summarized as follows:

			<u> 2016 </u>		<u> 2015 </u>
Furniture, fixtures, equipment	3–10 years	\$	86,973	\$	86,184
Construction in progress			_		6,791
Leasehold improvements			145,231		
Accumulated Depreciation		_(_	85,148)	_(58,272)
		\$	147,056	\$	34,703

Depreciation expense for the years ended December 31, 2016 and 2015 was \$32,525 and \$9,367, respectively.

(Continued)

(7) Contractual Revenue - Grants

During the years ended December 31, 2016 and 2015, North Louisiana Economic Partnership, Inc. received contractual revenue from state grants in the amount of \$414,772 and \$585,478, respectively. The continued existence of these funds is based on annual contract renewals with various funding sources

(8) Current Liabilities

Accounts payable and accrued expenses at December 31, 2016 and 2015, consisted of the following:

	 2016	 2015
Accounts payable	\$ 18,016	\$ 45,045
Accrued leave payable	 9,234	 6,734
	\$ 27,250	\$ 51,779

(9) Temporarily Restricted Net Assets

Temporarily restricted net assets at December 31, 2016 and 2015, consisted of the following:

		2016	2015
Unconditional promises to give	\$	616,523	\$ 321,725
NELA branding campaign			65,500
Total	<u>\$</u>	616,523	\$ 387.225

(10) Endowment Account with Community Foundation of North Louisiana

The NLEP entered into an agreement with the Community Foundation of North Louisiana (CFNL). The agreement establishes an Agency Endowment Fund at CFNL called "Northwest Louisiana Economic Development Foundation Fund" (Fund). All property of the Fund belongs to CFNL. The fund will be used for support of the charitable purposes of the Partnership. Net income and capital appreciation of the Fund, as governed by CFNL's Spending Policy, will be paid and distributed to the Partnership at least annually, for as long as the Partnership is a Qualified Charitable Organization.

No transfers were made to the fund during the years ended December 31, 2016 or 2015. The fair market value of the fund at December 31, 2016 and 2015 was \$269,647 and \$260,485, respectively.

(11) Employee Benefit Plans

On July 1, 2013, NLEP established a 401(k) profit sharing plan whereby NLEP makes contributions to the Plan each year up to 8% of participating employee's compensation. Total expenses for the years ended December 31, 2016, and 2015 was approximately \$63,130 and \$35,457, respectively.

(12) Donated Materials, Facilities, and Services

Various materials and services were donated to NLEP by various individuals and organizations. Donated materials and services for the years ended December 31, 2016 and 2015 were \$91,587 and \$59,789, respectively, were recorded at fair market value at the date of donation, and have been included in revenue and expenses for this year.

(Continued)

(13) Operating Leases

The NLEP leases certain office space under operating leases. Rental costs on the leases for the years ended December 31, 2016 and 2015, was \$138,614 and \$87,706, respectively.

Commitments under lease agreements having initial remaining terms in excess of one year are as follows:

For the Year Ending	
December 31	
2017	\$ 104,828
2018	95,750
2019	 18,387
Total minimum future rentals	\$ 218,965

(14) Related Parties

NLEP leases office space in an office building which is owned by a business in which a member of the board of directors of North Louisiana Economic Partnership is a part owner. Total payments made during 2016 and 2015 totaled \$39,763 and \$38,861, respectively, which is included in total rental costs noted above of \$138,614 in 2016 and \$87,706 in 2015.

(15) Commitment

As of December 31, 2016, NLEP has a commitment for an economic and environmental study of approximately \$30,000. As of December 31, 2016, no amounts had been expended or incurred under this contract.

(16) Subsequent events

Subsequent events have been evaluated through June 22, 2017, the date the financial statements were available to be issued.

North Louisiana Economic Partnership, Inc. Schedule of Compensation, Benefits and Other Payments to Agency Head For the Year Ended December 31, 2016

Agency Head: Scott Martinez, President

The following payments were made from public funds:

Purpose	Amount
Conference registration	\$ 1.265

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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

Independent Auditor's Report

To the Board of Directors
North Louisiana Economic Partnership, 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 North Louisiana Economic Partnership, Inc. (a nonprofit organization), which comprise the statement of financial position as of December 31, 2016, and the related statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements, and have issued our report thereon dated June 22, 2017.

Internal Control Over Financial Reporting

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

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

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

Compliance and Other Matters

As part of obtaining reasonable assurance about whether North Louisiana Economic Partnership, Inc.'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.

Cook & Morehart

Certified Public Accountants

Cool + Morehart

June 22, 2017

North Louisiana Economic Partnership, Inc. Summary Schedule of Audit Findings December 31, 2016

Summary Schedule of Prior Audit Findings

There were no findings or significant deficiencies reported for the prior year audit for the year ended December 31, 2015.

Corrective Action Plan for Current Year Audit Findings

There are no findings or significant deficiencies reported for the current year audit for the year ended December 31, 2016.