EASTER SEALS LOUISIANA, INC.

Audits of Financial Statements

June 30, 2016 and 2015



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Independent Auditor's Report

To the Board of Directors Easter Seals Louisiana, Inc.

Report on the Financial Statements

We have audited the accompanying financial statements of Easter Seals Louisiana, Inc. (the Organization) which comprise the statements of financial position as of June 30, 2016 and 2015, 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 the 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.

Auditor's 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 Easter Seals Louisiana, Inc. as of June 30, 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

Supplementary Information

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

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated September 23, 2016, on our consideration of Easter Seals Louisiana, 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 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 the Organization's internal control over financial reporting and compliance.

A Professional Accounting Corporation

Metairie, LA September 23, 2016

EASTER SEALS LOUISIANA, INC. Statements of Financial Position June 30, 2016 and 2015

	2016	2015		
Assets		_		
Cash Used for Operations	\$ 81,491	\$ 64,871		
Cash Equivalents Designated for Investments	71,814	139,656		
Cash Designated for Capital Projects	672,795	577,760		
Accounts Receivable, Net	1,053,290	1,246,600		
Prepaid Expenses and Deposits	24,499	16,862		
Investments - Board-Designated	1,404,281	1,390,556		
Unemployment Trust	107,097	125,707		
Beneficial Interest in Asset Held by Others	8,296	5,532		
Unimproved Real Estate	16,218	16,218		
Furniture and Equipment, Net	 66,539	78,377		
Total Assets	\$ 3,506,320	\$ 3,662,139		
Liabilities				
Accounts Payable	\$ 73,665	\$ 68,641		
Other Liabilities	7,684	-		
Accrued Vacation	 154,708	140,517		
Total Liabilities	 236,057	209,158		
Net Assets				
Unrestricted Net Assets				
Undesignated	1,121,373	1,345,009		
Board-Designated	 2,148,890	2,107,972		
Total Net Assets	 3,270,263	3,452,981		
Total Liabilities and Net Assets	\$ 3,506,320	\$ 3,662,139		

EASTER SEALS LOUISIANA, INC. Statements of Activities and Changes in Net Assets For the Years Ended June 30, 2016 and 2015

		2015	
Support and Revenue			_
Contributions and Other Revenue			
Contributions	\$	39,086 \$	75,543
Special Events		131,797	61,677
Net Investment Loss		(63,563)	(12,698)
Miscellaneous		18,501	9,246
Program Revenue			
Case Management		5,871,239	5,795,247
Mental Health Services		1,522,853	1,905,133
System Point of Entry (SPOE)		1,370,353	1,064,222
Integrated Community Engagement		224,858	217,514
Unity Permanent Supportive Housing		112,812	97,110
Total Support and Revenue		9,227,936	9,212,994
Expenses			
Program Services			
Case Management		5,569,003	5,426,670
Mental Health Services		1,342,638	1,305,195
System Point of Entry (SPOE)		1,275,269	974,964
Integrated Community Engagement		218,016	217,135
Unity Permanent Supportive Housing		149,825	129,798
Direct Services		47,466	61,271
Support Services		•	,
Management and General		694,387	633,950
Fundraising		114,050	124,422
Total Expenses		9,410,654	8,873,405
Changes in Net Assets		(182,718)	339,589
Net Assets, Beginning of Year		3,452,981	3,113,392
Net Assets, End of Year	<u>\$</u>	3,270,263 \$	3,452,981

EASTER SEALS LOUISIANA, INC. Statement of Functional Expenses For the Year Ended June 30, 2016

Program Services

	Case Management (All Regions)	Integrated Community Engagement (I & II)	Shreveport Crisis Services	Shreveport Community Psychiatric Support Treatment	Mental Health Shreveport Residential	Monroe Residential	Monroe Intensive Case Management	Monroe Disaster Case Management
Salaries and Employee Benefits	\$ 4,577,645	\$ 57,623	\$ 261,481	\$ 74,858	\$ 190,917	\$ 45,436	\$ 272,703	\$ 25,219
Professional Fees and Contracted Services	59,611	234	21,994	15,343	5,069	291	9,048	91
Supplies	44,796	-	11,794	1,099	17,229	420	2,499	10,307
Telecommunications	88,044	-	20,905	2,246	4,205	1,479	6,947	6,065
Postage and Shipping	18,144	-	44	-	743	139	689	-
Occupancy	275,513	-	14,375	-	96,508	57,375	10,055	806
Equipment Rent and Maintenance	77,596	1,157	4,990	585	2,195	1,389	6,236	120
Printing, Publications, and Media	16,262	18	939	523	1,421	210	1,179	64
Travel and Transportation	250,469	-	8,414	7,433	2,304	1,207	34,967	211
Conferences and Meetings	4,734	-	2,057	89	752	14	851	-
Dues and Memberships	39	-	-	-	-	-	-	-
Specific Assistance	-	139,219	1,319	-	-	-	-	-
Insurance	25,719	1,007	1,637	508	1,539	504	1,810	203
Auditing Fees	-	-	-	-	-	-	-	-
Bad Debt Expense	78,186	-	-	4,821	-	-	41,034	-
In-Kind Expenses	-	-	-	-	-	-	-	-
Miscellaneous	31,287	17,938	3,257	1,973	9,177	239	2,342	692
Depreciation	20,958	820	1,334	414	1,254	411	1,475	166
Total Functional Expense	5,569,003	218,016	354,540	109,892	333,313	109,114	391,835	43,944
National Membership Dues		-	-	-	-	-	-	-
Total Functional Expense with Dues and Fees to National	\$ 5,569,003	\$ 218,016	\$ 354,540	\$ 109,892	\$ 333,313	\$ 109,114	\$ 391,835	\$ 43,944

EASTER SEALS LOUISIANA, INC. Statement of Functional Expenses (Continued) For the Year Ended June 30, 2016

Program Services	Support Services

	Su	Permanent pportive lousing	,	rstem Point of Entry II Regions	Direct Services				Management and General		Fu	ndraising	Support Services Totals			Total
Salaries and Employee Benefits	\$	18,064	\$	964,705	\$	18,633	\$	6,507,284	\$	489,300	\$	61,775	\$	551,075	\$	7,058,359
Professional Fees and Contracted Services		-		4,267		-		115,948		35,734		25,749		61,483		177,431
Supplies		-		23,984		855		112,983		13,592		7,628		21,220		134,203
Telecommunications		228		36,922		-		167,041		9,220		566		9,786		176,827
Postage and Shipping		14		15,121		150		35,044		1,694		281		1,975		37,019
Occupancy		1,585		104,242		-		560,459		21,125		-		21,125		581,584
Equipment Rent and Maintenance		-		28,134		-		122,402		7,665		335		8,000		130,402
Printing, Publications, and Media		-		4,437		-		25,053		4,931		3,962		8,893		33,946
Travel and Transportation		1,620		62,590		-		369,215		29,078		3,422		32,500		401,715
Conferences and Meetings		-		2,152		431		11,080		10,240		1,209		11,449		22,529
Dues and Memberships		-		42		-		81		3,133		210		3,343		3,424
Specific Assistance		91,314		-		25,999		257,851		-		-		-		257,851
Insurance		692		5,890		219		39,728		3,207		1,485		4,692		44,420
Auditing Fees		-		11,000		-		11,000		8,590		-		8,590		19,590
Bad Debt Expense		-		-		-		124,041		-		-		-		124,041
In-Kind Expenses		35,744		-		-		35,744		-		-		-		35,744
Miscellaneous		-		6,984		1,000		74,889		17,039		7,000		24,039		98,928
Depreciation		564		4,799		179		32,374		2,613		428		3,041		35,415
Total Functional Expense		149,825		1,275,269		47,466		8,602,217		657,161		114,050		771,211		9,373,428
National Membership Dues		-		-		-		-		37,226		-		37,226		37,226
Total Functional Expense with Dues and Fees to National	\$	149,825	\$	1,275,269	\$	47,466	\$	8,602,217	\$	694,387	\$	114,050	\$	808,437	\$	9,410,654

EASTER SEALS LOUISIANA, INC. Statement of Functional Expenses For the Year Ended June 30, 2015

				Program Services			
			ital Health Services	s			
	Case Management (All Regions)	Integrated Community Engagement (I & II)	Shreveport Crisis Services	Shreveport Community Psychiatric Support Treatment	Shreveport Residential	Monroe Residential	Monroe Intensive Case Management
Salaries and Employee Benefits	\$ 4,322,110	\$ 61,562	\$ 259,697	\$ 32,546	\$ 204,374	\$ 119,312	\$ 226,330
Professional Fees and Contracted Services	54,307	-	30,870	188	512	741	1,157
Supplies	39,850	21	20,276	5	18,733	1,167	876
Telecommunications	86,691	-	14,080	550	3,068	4,272	4,120
Postage and Shipping	17,594	-	147	-	1,401	358	204
Occupancy	308,836	-	14,248	-	105,068	128,908	7,576
Equipment Rent and Maintenance	76,524	-	8,354	111	2,048	4,488	4,857
Printing, Publications, and Media	11,376	-	1,986	242	1,273	266	561
Travel and Transportation	277,873	2,833	9,153	2,119	4,279	5,444	29,494
Conferences and Meetings	4,930	-	702	43	88	300	246
Dues and Memberships	-	-	-	-	-	-	-
Specific Assistance	-	127,726	845	-	-	-	-
Insurance	26,427	1,057	1,783	178	1,701	1,306	1,389
Auditing Fees	-	-	-	-	-	-	-
Bad Debt Expense	128,885	-	-	225	-	-	6,196
Miscellaneous	54,704	23,273	2,781	218	5,705	726	1,321
Depreciation	16,563	663	1,117	112	1,066	818	870
Total Functional Expense	5,426,670	217,135	366,039	36,537	349,316	268,106	285,197
National Membership Dues		-	-	-	-	-	<u>-</u>
Total Functional Expense with Dues and Fees to National	\$ 5,426,670	\$ 217,135	\$ 366,039	\$ 36,537	\$ 349,316	\$ 268,106	\$ 285,197

EASTER SEALS LOUISIANA, INC. Statement of Functional Expenses (Continued) For the Year Ended June 30, 2015

Auditing Fees

Miscellaneous

Depreciation

Bad Debt Expense

Total Functional Expense

	Unity Permanent	S	ystem Point		Program	М	anagement			Support		
	Supportive Housing	,	of Entry All Regions	Direct Services	Services Totals		and General	Fu	ndraising	Services Totals		Total
Salaries and Employee Benefits	\$ 47,430	\$	739,276	\$ 12,367	\$ 6,025,004	\$	448,543	\$	84,525	\$ 533,068	\$	6.558.072
Professional Fees and Contracted Services	1,078		5,154	-	94,007		21,192		18,724	39,916	·	133,923
Supplies	840		29,055	155	110,978		13,448		4,713	18,161		129,139
Telecommunications	1,224		23,453	-	137,458		9,266		540	9,806		147,264
Postage and Shipping	66		10,806	461	31,037		645		886	1,531		32,568
Occupancy	2,239		72,331	-	639,206		12,632		-	12,632		651,838
Equipment Rent and Maintenance	462		29,835	-	126,679		10,532		111	10,643		137,322
Printing, Publications, and Media	121		1,829	(37)	17,617		2,316		2,960	5,276		22,893
Travel and Transportation	2,039		45,449	-	378,683		32,327		2,833	35,160		413,843
Conferences and Meetings	=		1,301	48	7,658		10,598		1,520	12,118		19,776
Dues and Memberships	-		-	-	-		1,695		-	1,695		1,695
Specific Assistance	73,103		-	45,695	247,369		-		-	-		247,369
Insurance	632		4,748	298	39,519		3,087		606	3,693		43,212

3,000

5,751

2,976

974,964

168

396

129,798

Support Services

16,590

12,765

1,935

597,571

16,590

19,389

2,315

721,993

6,624

124,422

380

Program Services

National Membership Dues 36,379 36,379 36,379 **Total Functional Expense with Dues** and Fees to National \$ 129,798 \$ 974,964 \$ 61,271 \$ 8,115,033 633,950 124,422 \$ 758,372 8,873,405 \$

2,097

61,271

187

3,000

135,306

96,744

24,768

8,115,033

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

19,590

135,306

116,133

27,083

8,837,026

EASTER SEALS LOUISIANA, INC. Statements of Cash Flows For the Years Ended June 30, 2016 and 2015

	2016	2015
Cash Flows from Operating Activities		
Changes in Net Assets	\$ (182,718)	\$ 339,589
Adjustments to Reconcile Changes in Net Assets to		
Net Cash Provided by Operating Activities		
Depreciation	35,415	27,083
Bad Debt Expense	124,042	135,306
Realized and Unrealized Loss on Investments	63,610	18,775
Realized Gain from Sale of Furniture and Equipment	-	(239)
(Increase) Decrease in Operating Assets		
Cash Equivalents Designated for Investments	67,842	(46,921)
Cash Designated for Capital Projects	(95,035)	142,959
Accounts Receivable	69,268	(347,967)
Prepaid Expenses and Deposits	(7,637)	(4,285)
Unemployment Trust	18,610	3,230
Beneficial Interest in Asset Held by Others	(2,764)	(295)
Increase (Decrease) in Operating Liabilities		
Accounts Payable	5,024	3,554
Payroll Taxes Payable	-	(2,289)
Other Liabilities	7,684	(1,390)
Accrued Vacation	 14,191	(18,567)
Net Cash Provided by Operating Activities	 117,532	248,543
Cash Flows from Investing Activities		
Purchases of Investments	(1,016,448)	(1,201,043)
Proceeds from Sales of Investments	939,111	745,722
Proceeds from Sale of Furniture and Equipment	-	477
Purchases of Furniture and Equipment	 (23,575)	(50,751)
Net Cash Used in Investing Activities	 (100,912)	(505,595)
Net Increase (Decrease) in Cash	16,620	(257,052)
Cash Used for Operations, Beginning of Year	64,871	321,923
Cash Used for Operations, End of Year	\$ 81,491	\$ 64,871

Notes to Financial Statements

Note 1. Nature of Activities

Easter Seals Louisiana, Inc. (the Organization), is a non-profit, community-based healthcare agency organized under the laws of the State of Louisiana. The mission of the Organization is to help children and adults with disabilities, and their families, obtain, and effectively utilize resources necessary to lead more independent and purposeful lives. The Organization maintains programs and services that create an acceptance toward people with disabilities through the following: Camperships, Equipment Loan and Specific Assistance, Support Coordination (Case Management), Mental Health Services, and Early Intervention Services.

Note 2. Summary of Significant Accounting Policies

Organization and Income Taxes

The Organization is a nonprofit corporation organized under the laws of the State of Louisiana in 1951. It is exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code, and qualifies as an organization that is not a private foundation as defined in Section 509(a) of the code. It is also exempt from Louisiana income tax under the authority of R.S.47:121(5).

Basis of Accounting

The Organization prepares its financial statements in accordance with accounting principles generally accepted in the United States of America, involving the application of accrual accounting; consequently, revenues and gains are recognized when earned, and expenses and losses are recognized when incurred.

Basis of Presentation

The financial statements are presented in accordance with Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) 958, *Not-For-Profit Entities*. Accordingly, 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. The Organization has no temporarily or permanently restricted net assets.

Cash Flow Information

The Organization considers all short-term investments with an original maturity of three months or less to be cash equivalents. The Organization did not make any cash payments for interest or income taxes during the years ended June 30, 2016 and 2015.

Use of Estimates

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 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.

Note 2. Summary of Significant Accounting Policies (Continued)

Unconditional Promises to Give

Contributions are recognized when the donor makes a promise to give that is, in substance, unconditional. Conditional promises to give are recognized when the conditions on which they depend are substantially met.

Contributions

Contributions are recorded as unrestricted, temporarily restricted, or permanently restricted support, depending on the existence or nature of any donor restrictions. Support that is restricted by a donor is reported as an increase 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 statements of activities and changes in net assets as net assets released from restrictions. Donor restricted contributions whose restrictions are met in the same reporting periods are reported as unrestricted support.

Accounts Receivable

The Organization provides services under contracts entered into with various state and federal agencies. Accounts receivable includes amounts billed under these contracts and amounts due from patients for services provided.

A major portion of the accounts receivable balances as of June 30, 2016 and 2015 is from the Louisiana Department of Health and Hospitals. Management closely monitors outstanding accounts receivable and estimates an allowance for uncollectible receivables based on prior experience. Balances that are determined to be uncollectible are written off. As of June 30, 2016 and 2015, the allowance for uncollectible receivables was \$134,369 and \$155,227, respectively.

Furniture and Equipment

Furniture and equipment is recorded at cost. Repairs and maintenance are charged to expense as incurred; major renewals and replacements and betterments of \$500 or greater are capitalized. Depreciation is provided over the estimated useful life of each class of depreciable asset and is computed on the straight-line method over the estimated useful life of each asset which ranges from five to seven years. Donated property is recorded at its fair market value at the date of donation.

Allocated Expenses

The cost of providing the various programs and other activities are summarized in the statements of functional expenses. Certain expenses have been allocated among the programs and supporting services based on management's estimate of the costs involved.

Note 3. Unemployment Trust

The Organization self-insures for unemployment expenses via the Unemployment Services Trust. The unemployment trust balance per contract would be fully refunded to the Organization upon payment of all outstanding unemployment claims. The balance of the unemployment trust is based on the gross balance of the account less an estimate of actual claims. The net recorded balance as of June 30, 2016 and 2015, was \$107,097 and \$125,707, respectively.

Note 4. Investments

Investments are summarized as follows at June 30, 2016 and 2015:

2016	Cost	Value				
Common Stocks	\$ 675,540	\$	654,287			
Equity Mutual Funds	152,422		147,718			
Corporate Bonds	289,451		299,319			
Bond Mutual Funds	 299,140		302,957			
Total	\$ 1,416,553	\$	1,404,281			
		F	air Market			
2015	Cost		Value			
Common Stocks	\$ 641,893	\$	652,713			
Equity Mutual Funds	174,988		172,363			
Corporate Bonds	289,451		290,658			
Bond Mutual Funds	 274,935		274,822			
Total	\$ 1,381,267	\$	1,390,556			

The following schedule summarizes the investment loss shown in the statements of activities and changes in net assets for the years ended June 30, 2016 and 2015:

	2016	2015
Interest and Dividend Income, Net of Expenses	\$ 47	\$ 6,077
Unrealized and Realized Loss, Net	 (63,610)	(18,775)
Net Investment Loss	\$ (63,563)	\$ (12,698)

EASTER SEALS LOUISIANA, INC.

Notes to Financial Statements

Note 5. Fair Value Measurements

FASB ASC Topic 820 defines fair value, establishes a framework for measuring fair value, and expands disclosure about fair value. Fair value concepts are applied in recording investments. FASB ASC Topic 820 establishes a fair value hierarchy which prioritizes inputs to the valuation techniques used to measure fair value. The term "inputs" refers broadly to the assumptions that market participants would use in pricing an asset or liability. Inputs may be based on independent market data (observable inputs) or they may be internally developed (unobservable inputs). The fair value hierarchy prioritizes the inputs to the valuation techniques used to measure fair value into three broad categories. These categories include: Level 1, unadjusted quoted prices in active markets for identical assets or liabilities; Level 2, directly or indirectly observable inputs other than quoted prices for the asset or liability, such as quoted market prices for similar assets or liabilities; and Level 3, unobservable inputs for use when little or no market data exists, therefore requiring an entity to develop its own assumptions.

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

The market approach is used for valuing common stocks, equity mutual funds, and bond mutual funds, which are all classified within Level 1 of the fair value hierarchy. The remainder of the Organization's investment portfolio consists of corporate bonds, which may not trade on a daily basis. Corporate bonds are generally valued based upon quoted market prices from brokers and dealers, which represent fair value, and are classified within Level 2.

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

Note 5. Fair Value Measurements (Continued)

Assets measured at fair value are comprised of the following as of June 30, 2016 and 2015:

		Based on						
			Quoted	Other				
	Total Assets		Prices in	Ob	servable	Unobservable Inputs		
	Measured at	Act	ive Markets		Inputs			
2016	Fair Value		(Level 1)	(L	_evel 2)	(Level 3)		
Common Stocks	\$ 654,287	\$	654,287	\$	-	\$	-	
Equity Mutual Funds	147,718		147,718		-		-	
Corporate Bonds	299,319		-		299,319		-	
Bond Mutual Funds	302,957		302,957		-			
Total	\$ 1,404,281	\$	1,104,962	\$	299,319	\$		
				Bas	sed on			
			Quoted		Other		_	
	Total Assets		Prices in	Ob	oservable	Unobservable		
	Measured at	Ac	tive Markets		Inputs		Inputs	
2015	Fair Value		(Level 1)	(Level 2)		(Level 3)	
Common Stocks	\$ 652,713	\$	652,713	\$	-	\$	-	
Equity Mutual Funds	172,363		172,363		-		-	
Corporate Bonds	290,658		-		290,658		-	
Bond Mutual Funds	274,822		274,822		-			
Total	\$ 1,390,556	\$	1,099,898	\$	290,658	\$	-	

Note 6. Board-Designated Endowment

In May 2013, an endowment fund was established by the Board of Directors in the form of investments with the purpose of providing perpetual financial support to the Organization. As required by U.S. generally accepted accounting principles, net assets associated with endowment funds are classified and reported based on the existence or absence of restrictions imposed by a donor. The funds in the investment portfolio are not anticipated to be utilized for the daily operations of the Organization, and as such, are invested over a long-term investment horizon. The endowment fund uses a total-return based spending policy, which means that it will fund distributions from net investment income, net realized capital gains and proceeds from the sale of investments. A distribution of fund assets is permitted to the extent that such distributions do not exceed a level that would erode the portfolio's real assets over time. As of June 30, 2016 and 2015, no appropriations have been made from the endowment.

Note 6. Board-Designated Endowment (Continued)

The investment strategy of the portfolio is to provide for capital appreciation over the long-term deploying a moderate growth investment objective. The portfolio is managed in a way that reflects an above average risk tolerance and the ability to accept higher levels of volatility while seeking to achieve annual returns of 5% to 8% above the rate of inflation. In order to accomplish this, the investment advisor is instructed to invest the portfolio using an allocation of both equities and fixed income securities. With regards to equity securities held in the portfolio, the investment manager is not restricted in its selection of securities. However, the Organization retains the right to request the divestiture of any security it may find objectionable. With regards to fixed income securities, securities which are deemed suitable for the portfolio will be of investment grade and represent obligations of the U.S. Government or its agencies and/or domestic corporations.

To implement the investment strategy outlined above, the investment manager will invest the portfolio as follows:

Asset Class	Strategic %	Minimum	Maximum	
Cash and Cash Equivalents	5%	0%	5%	
Fixed Income	30%	20%	50%	
Equities	65%	50%	80%	

Endowment fund net asset composition by type of fund as of June 30, 2016 and 2015 are as follows:

2016	Unrestricted	Temporarily Inrestricted Restricted		Permanently Restricted		Total Endowment Fund Net Assets	
Board-Designated				_			
Endowment Fund	\$ 1,476,095	\$	-	\$	-	\$	1,476,095
Total	\$ 1,476,095	\$	-	\$	-	\$	1,476,095
						E	Total ndowment
		Tem	porarily	Perm	nanently		Fund
2015	Unrestricted	Res	tricted	Res	stricted	١	Net Assets
Board-Designated							_
Endowment Fund	\$ 1,530,212	\$	-	\$	-	\$	1,530,212
Total	\$ 1,530,212	\$	-	\$	-	\$	1,530,212

Note 6. Board-Designated Endowment (Continued)

Changes in endowment fund net assets for the years ended June 30, 2016 and 2015, are as follows:

							Total
		Tem	porarily	Perm	nanently		ndowment
2016	Unrestricted	Res	tricted	Res	tricted	Fund	Net Assets
Net Assets, Beginning of Year	\$ 1,530,212	\$	-	\$	-	\$	1,530,212
Contributions Investment Earnings	-		-		-		-
Unrealized and Realized Loss, Net	(63,610)		-		-		(63,610)
Dividends and Interest	22,808		-		-		22,808
Appropriated for Expenditure	-		-		-		-
Investment Expense	(13,315)		-		-		(13,315)
Change in Donor Restriction			-		-		
Net Assets, End of Year	\$ 1,476,095	\$	-		-		1,476,095
							Total
		Tem	porarily	Perm	nanently	Eı	ndowment
2015	Unrestricted	Res	tricted	Res	stricted	Fund	d Net Assets
Net Assets, Beginning of Year	\$ 1,046,745	\$	-	\$	-	\$	1,046,745
Contributions	500,000		-		-		500,000
Investment Earnings							
Unrealized and Realized Loss, Net	(18,775)		-		-		(18,775)
Dividends and Interest	12,124		-		-		12,124
Appropriated for Expenditure	-		-		-		-
Investment Expense	(9,882)		-		-		(9,882)
Change in Donor Restriction			-		-		
Net Assets, End of Year	\$ 1,530,212	\$	-	\$	-	\$	1,530,212

Note 7. Beneficial Interest in Asset Held by Others

During the year ended June 30, 2015, the Organization was made aware of a gift annuity contract entered into by a donor wherein the Organization is to receive 75% of the remainder. As of June 30, 2016 and 2015, the balance estimated to be received by the Organization was \$8,296 and \$5,532, respectively.

Note 8. Uncertain Tax Positions

Accounting principals generally accepted in the United States of America provide accounting and disclosure guidance about positions taken by an entity in its tax returns that might be uncertain. The Organization believes that it has appropriate support for any tax positions taken, and management has determined that there are no uncertain tax positions that are material to the financial statements.

Penalties and interest assessed by income taxing authorities, if any, would be included in income tax expense.

Notes to Financial Statements

Note 9. Furniture and Equipment

The following is a summary of furniture and equipment at June 30, 2016 and 2015:

	2016	2015
Furniture and Equipment		
Furniture and Fixtures	\$ 54,396	\$ 51,418
Office Equipment	237,215	216,616
Total Furniture and Equipment	291,611	268,034
Less: Accumulated Depreciation	(225,072)	(189,657)
Total	\$ 66,539	\$ 78,377

Depreciation expense was \$35,415 and \$27,083, for the years ended June 30, 2016 and 2015, respectively.

Note 10. Operating Leases

The Organization leases certain office facilities in New Orleans, Shreveport, Covington, Monroe, Alexandria, and Thibodaux. The payments on the leases range from \$600 to \$8,524 per month. Rent expense related to operating leases was approximately \$640,000 and \$415,000, for the years ended June 30, 2016 and 2015, respectively.

The future minimum lease payments under the above described noncancelable leases are as follows.

For the Ye	ars ⊨nded
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June 30,		Amount		
2017		\$	327,542	
2018			125,048	
2019	_	42,665		
Total	_	\$	495,255	

Note 11. Line of Credit

The Organization has a \$500,000 revolving bank line of credit. Interest is payable at the prime rate, plus 1.25% points, with a floor of 4.50%. The interest rate was 4.75% as of June 30, 2016 and 2015. All unpaid interest and principal is due on January 20, 2017. The loan is secured with receivables and property, furniture, and equipment. There was no outstanding balance on the line of credit as of June 30, 2016 and 2015.

EASTER SEALS LOUISIANA, INC.

Notes to Financial Statements

Note 12. Net Assets

As further explained in Note 6, a portion of the unrestricted net assets has been designated by the Board of Directors to be used for specific purposes. Designations are voluntary board-approved segregations of unrestricted net assets for specific purposes and are used as an aid in planning future expenditures and investing. Information regarding the components of unrestricted net assets at June 30, 2016 and 2015 is as follows:

	2016	2015
Undesignated Net Assets	\$ 1,121,373	\$ 1,345,009
Designated Net Assets		
Designated for Endowment	1,476,095	1,530,212
Designated for Capital Projects	672,795	577,760
Total Designated Net Assets	2,148,890	2,107,972
Total Unrestricted Net Assets	\$ 3,270,263	\$ 3,452,981

Note 13. Related Party Transactions

The Organization is affiliated with the Easter Seals, Inc. (Easter Seals) and pays an annual membership fee. For the years ended June 30, 2016 and 2015, the fee was \$37,226 and \$36,379, respectively. Easter Seals provides supplies for certain campaigns and charges the Organization for those supplies. Easter Seals also remits to the Organization contributions collected on behalf of the Organization. There was no balance due to Easter Seals as of June 30, 2016 and 2015.

Note 14. Significant Contracts and Grants

For the years ended June 30, 2016 and 2015, approximately \$5,870,000 and \$6,606,000, respectively, of contract revenue was from the State of Louisiana Department of Health and Hospitals acting as a Medicaid fiscal intermediary, and approximately \$1,370,000 and \$1,065,000, respectively, of contract revenue was from the State of Louisiana Department of Health and Hospitals acting as a pass through entity for federal grants. The State of Louisiana provides annual contracts to the Organization which grant the State of Louisiana the right to audit program accounts and activities. The State, acting as the Medicaid intermediary for Medicaid patients, reimburses services rendered to Medicaid program beneficiaries under an allowable cost reimbursement formula that is subject to audit and retroactive adjustments. Management believes that the Organization is in compliance with the provisions of these contracts and grants and that the findings of an audit, if any, would not have a material impact on the financial statements.

EASTER SEALS LOUISIANA, INC.

Notes to Financial Statements

Note 15. Risk Management

The Organization is exposed to various risks of loss from torts; theft of, damage to, and destruction of assets; business interruption; errors and omissions; employee injuries and illnesses; natural disasters; and employee health and accident benefits. Commercial insurance coverage is purchased for claims arising from such matters. There were no settled claims that exceeded this commercial coverage during the years ended June 30, 2016 and 2015.

Note 16. Subsequent Events

Subsequent to June 30, 2016, the Organization received a payment totaling approximately \$302,000 from the Deepwater Horizon Economic and Property Damages Settlement Program.

Management has evaluated subsequent events through the date that the financial statements were available to be issued September 23, 2016, and determined that, except for the events described above, no events occurred that required disclosure. No subsequent events occurring after this date have been evaluated for inclusion in these financial statements.

SUPPLEMENTARY INFORMATION

EASTER SEALS LOUISIANA, INC. Schedule of Compensation, Benefits, and Other Payments to Agency Head For the Year Ended June 30, 2016

Louisiana Revised Statute 24:513(A)(3) as amended by Act 706 of the 2014 Regular Legislative Session requires that the total compensation, reimbursements, and benefits of an agency head or political subdivision head or chief executive officer related to the position, including but not limited to travel, housing, unvouchered expense, per diem, and registration fees be reported as a supplemental report within the financial statement of local governmental and quasi-public auditees. In 2015, Act 462 of the 2015 Regular Session of the Louisiana Legislature further amended R.S. 24:513(A)(3) to clarify that nongovernmental entities or not-for-profit entities that receive public funds shall report only the use of public funds for the expenditures itemized in the supplemental report.

Agency Head

Tracy Garner, Chief Executive Officer

B	Compensation and Benefits Funded by
Purpose	Use of Public Funds
Salary	\$0
Benefits - Insurance	\$0
Benefits - Retirement	\$0
Benefits - Cell and Data Plan	\$0
Car Allowance	\$0
Vehicle Provided by Government	\$0
Per Diem	\$0
Reimbursements	\$0
Mileage	\$0
Registration Fees	\$0
Conference Travel	\$0
Professional Dues/ Memberships	\$0
Continuing Professional Education Fees	\$0
Housing	\$0
Unvouchered Expenses	\$0
Special Meals	\$0

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UNIFORM GUIDANCE SECTION

EASTER SEALS LOUISIANA, INC. Schedule of Expenditures of Federal Awards For the Year Ended June 30, 2016

Federal Grantor/ Pass-Through Entity/ Program Title	Federal CFDA Number			Federal penditures
United States Department of Education Passed through the Louisiana Department of Health and Hospitals:				
Special Education - Grants for Infants and Families with Disabilities	84.181 84.181	060724 060750	\$	422,176 350,147
Total United States Department of Education	84.181	060751		598,030 1,370,353
United States Department of Housing and Urban Development				
Passed through UNITY of Greater New Orleans, Inc.:				
Continuum of Care	14.267	LA0071L6H031306		112,812
Direct Aid:				
Continuum of Care	14.267	N/A		203,628
Total United States Department of Housing and Urban Development				316,440
Total Expenditures of Federal Awards			\$	1,686,793

Note 1. Summary of Significant Accounting Policies

Basis of Presentation

The accompanying schedule of expenditures of federal awards includes the federal grant activity of Easter Seals Louisiana, Inc. (the Organization) and is prepared in accordance with the accrual method of accounting. The information in this schedule is presented in accordance with the requirements of *Title 2, U.S. Code of Federal Regulations Part 200, Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards*.

Payments to Subrecipients

There were no payments to subrecipients for the year ended June 30, 2016.

Note 2. Findings of Noncompliance

There are no findings of noncompliance disclosed in the accompanying schedule of findings and questions costs.

Note 3. De Minimis Cost Rate

The Organization uses the 10 percent de minimis indirect cost rate as allowed under the Uniform Guidance.



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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 Easter Seals Louisiana, 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 Easter Seals Louisiana, Inc. (the Organization) (a nonprofit organization), which comprise the statement of financial position as of June 30, 2016, and the related statements of activities and changes in net assets and cash flows for the year then ended, and the related notes to the financial statements, and have issued our report thereon dated September 23, 2016.

Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered the Organization's internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Organization'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 the Organization'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 entity's internal control and compliance. Accordingly, this communication is not suitable for any other purpose. Under Louisiana Revised Statute 24:513, the report is distributed by the Legislative Auditor as a public document.

A Professional Accounting Corporation

Metairie, LA September 23, 2016



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

Independent Auditor's Report

To the Board of Directors Easter Seals Louisiana, Inc.

Report on Compliance for Each Major Federal Program

We have audited Easter Seals Louisiana, Inc.'s (the Organization) compliance with the types of compliance requirements described in the *OMB Compliance Supplement* that could have a direct and material effect on each of the Organization's major federal programs for the year ended June 30, 2016. The Organization's major federal programs are identified in the summary of auditor's 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 the Organization'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 could have a direct and material effect on a major federal program occurred. An audit includes examining, on a test basis, evidence about the Organization'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 of the Organization's compliance.

Opinion on Each Major Federal Program

In our opinion, the Organization complied, in all material respects, with the types of compliance requirements referred to above that could have a direct and material effect on each of its major federal programs for the year ended June 30, 2016.

Report on Internal Control Over Compliance

Management of the Organization 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 the Organization's internal control over compliance with 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 an opinion on compliance for each major federal 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 the Organization'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 a combination of deficiencies, in internal control over compliance, such that there is a reasonable possibility that material noncompliance with a type of compliance requirement of a federal program will not be prevented, or detected and corrected, on a timely basis. A significant deficiency in internal control over compliance is a deficiency, or a combination of deficiencies, in internal control over compliance with a type of compliance requirement of a federal program that is less severe than a material weakness in internal control over compliance, yet important enough to merit attention by those charges 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 for the information and use of the Board of Directors, management, federal awarding agencies and pass-through entities, and the Legislative Auditor of the State of Louisiana, and is not intended to be, and should not be, used by anyone other than these specified parties. Under Louisiana Revised Statute 24:513, the report is distributed by the Legislative Auditor as a public document.

A Professional Accounting Corporation

Metairie, LA September 23, 2016

Section I. SUMMARY OF AUDITOR'S RESULTS

Financial Statements

Type of auditor's report issued:

Unmodified

Internal control over financial reporting:

Material weakness(es) identified?

Significant deficiency(ies) identified?
 None Reported

Noncompliance material to financial statements noted?

Federal Awards

Internal control over major programs:

Material weakness(es) identified?

Significant deficiency(ies) identified?

Type of auditor's report issued on compliance for major programs:

Unmodified

Any audit findings disclosed that are required to be reported in accordance with 2 CFR 200.516(a)?

No

Identification of major programs:

<u>CFDA Numbers</u> <u>Name of Federal Program</u>

84.181 Special Education - Grants for Infants and Families

with Disabilities

Dollar threshold used to determine Type A Programs: \$750,000

Auditee qualified as low-risk auditee?

Section II. FINANCIAL STATEMENT FINDINGS

None.

Section III. FINDINGS AND QUESTIONED COSTS FOR FEDERAL AWARDS

None.

EASTER SEALS LOUISIANA, INC. Summary Schedule of Prior Audit Findings For the Year Ended June 30, 2016

Basic Financial Statement Findings

None.

Federal Award Findings and Questioned Costs

None.