FINANCIAL REPORT

**JUNE 30, 2023** 

## THE EXTENSION, INC. FINANCIAL REPORT JUNE 30, 2023

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#### INDEPENDENT AUDITOR'S REPORT

To the Board of Directors The Extension, Inc. Marietta, Georgia

#### Report on the Audit of the Financial Statements

#### **Opinion**

We have audited the accompanying financial statements of **The Extension**, **Inc.** (a nonprofit organization), which comprise the statement of financial position as of June 30, 2023 and 2022, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of The Extension, Inc. as of June 30, 2023 and 2022, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

#### Basis for Opinion

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

#### Responsibilities of Management for the 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, and for 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.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about The Extension, Inc.'s ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

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

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

In performing an audit in accordance with generally accepted auditing standards and Government Auditing Standards, we:

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

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

#### Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The accompanying 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, 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 schedule of expenditures of federal awards 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 December 18, 2023, on our consideration of The Extension, 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 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 The Extension, Inc.'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 The Extension, Inc.'s internal control over financial reporting and compliance.

Mauldin & Jenkins, LLC

Atlanta, Georgia December 18, 2023

## THE EXTENSION, INC. STATEMENTS OF FINANCIAL POSITION JUNE 30, 2023 AND 2022

	2023		2022
ASSETS			
CURRENT ASSETS			
Cash and cash equivalents	\$ 218,229	\$	249,718
Restricted cash - donor restricted	708,200		3,483,475
Grants receivable	385,473		180,404
Promises to give, net	639,805		1,852,604
Insurance settlement receivable	237,068		-
Investments	 118,136	_	108,823
Total current assets	 2,306,911		5,875,024
NONCURRENT ASSETS			
Promises to give, net	-		469,016
Property and equipment, net	 8,207,687		2,594,470
Total noncurrent assets	8,207,687		3,063,486
Total assets	\$ 10,514,598	\$	8,938,510
LIABILITIES AND NET ASSETS			
CURRENT LIABILITIES			
Accounts payable	\$ 997,125	\$	309,298
Accrued expenses	73,694		47,498
Current portion of note payable	42,000		42,000
Total current liabilities	 1,112,819		398,796
LONG-TERM LIABILITIES			
Note payable, less current maturities and unamortized debt issuance costs	243,515		273,177
Total long-term liabilities	 243,515		273,177
Total liabilities	1,356,334		671,973
NET ASSETS			
Without donor restrictions	7,810,259		2,438,142
With donor restrictions	 1,348,005		5,828,395
Total net assets	 9,158,264		8,266,537
Total liabilities and net assets	\$ 10,514,598	\$	8,938,510

# THE EXTENSION, INC. STATEMENT OF ACTIVITIES FOR THE YEAR ENDED JUNE 30, 2023

	Without o		With donor restrictions		Total	
SUPPORT AND REVENUE						
Public support						
Churches	\$	27,231	\$ -	\$	27,231	
Civic groups		2,300	_		2,300	
Business	19	98,304	181,138		379,442	
Foundations	24	44,003	-		244,003	
Individuals	28	80,339	128,000		408,339	
United Way		2,350	-		2,350	
Capital campaign		-	366,347		366,347	
In-kind contributions	9	96,166	376,000		472,166	
Fees - rehabilitation housing	15	57,105	-		157,105	
Government grants	1,40	68,182	-		1,468,182	
Investment and other income	10	04,375	24,695		129,070	
Net assets released from restrictions	5,55	56,570	(5,556,570)			
Total support and revenue	8,13	36,925	(4,480,390)		3,656,535	
EXPENSES						
Program services	2,2	79,474	-		2,279,474	
Supporting services:						
General and administrative	21	10,023	-		210,023	
Fundraising	25	59,111			259,111	
Total expenses	2,74	48,608			2,748,608	
OTHER INCOME (LOSS)						
Loss on insurance settlement	(1	16,200)	-		(16,200)	
Total other (loss)	(1	16,200)	-		(16,200)	
Increase (decrease) in net assets	5,31	72,117	(4,480,390)		891,727	
Net assets, beginning of year	2,43	38,142	5,828,395		8,266,537	
Net assets, end of year	\$ 7,81	10,259	\$ 1,348,005	\$	9,158,264	

# THE EXTENSION, INC. STATEMENT OF ACTIVITIES FOR THE YEAR ENDED JUNE 30, 2022

•			
	Without donor	With donor	
	restrictions	restrictions	Total
SUPPORT AND REVENUE			
Public support			
Churches	\$ 27,559	\$ -	\$ 27,559
Civic groups	3,020	_	3,020
Business	47,008	-	47,008
Foundations	20,758	-	20,758
Individuals	238,026	-	238,026
United Way	3,666	-	3,666
Capital campaign	-	1,855,643	1,855,643
In-kind contributions	78,902	145,062	223,964
Fees - rehabilitation housing	135,041	-	135,041
Government grants	1,664,623	-	1,664,623
Investment and other income	7,657	-	7,657
Net assets released from restrictions	699,772	(699,772)	
Total support and revenue	2,926,032	1,300,933	4,226,965
EXPENSES			
Program services	2,108,336	-	2,108,336
Supporting services:			
General and administrative	135,628	-	135,628
Fundraising	305,564		305,564
Total expenses	2,549,528		2,549,528
OTHER INCOME (LOSS)			
Loss on disposal of property and equipment	(101,590)	-	(101,590)
Total other (loss)	(101,590)	-	(101,590)
Increase in net assets	274,914	1,300,933	1,575,847
Net assets, beginning of year	2,163,228	4,527,462	6,690,690
Net assets, end of year	\$ 2,438,142	\$ 5,828,395	\$ 8,266,537

# THE EXTENSION, INC. STATEMENT OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED JUNE 30, 2023

		Program Services			Supporting Services			
	Men's Program	Women's Program	Total Program	General and Administrative	Fundraising	Total		
Salaries Fringe benefits Payroll taxes Total compensation and benefits	\$ 736,259 144,091 61,911 942,261	79,911 36,991	\$ 1,191,141 224,002 98,902 1,514,045	\$ 76,851 30,703 5,719 113,273	\$ 152,518 41,807 11,349 205,674	\$ 1,420,510 296,512 115,970 1,832,992		
Client services and support Administrative services Utilities Meals Office supplies, printing and postage Maintenance Insurance Professional fees Public relations Investment fees Interest Total expenses before depreciation	136,193 35,236 44,027 58,791 60,359 45,753 23,293 7,020 5,225	14,111 24,718 35,461 26,901 19,810 13,569 4,680	202,315 49,347 68,745 94,252 87,260 65,563 36,862 11,700 - - 8,360 2,138,449	120 37,404 2,716 110 32,642 264 8,744 11,875 1,126 1,401 348 210,023	59 11,855 - 2,799 - - 38,724 - - 259,111	202,494 98,606 71,461 94,362 122,701 65,827 45,606 23,575 39,850 1,401 8,708 2,607,583		
Depreciation  Total expenses	\$ 1,442,421		141,025 \$ 2,279,474	\$ 210,023	\$ 259,111	\$ 2,748,608		

# THE EXTENSION, INC. STATEMENT OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED JUNE 30, 2022

	Program Services			<b>Supporting Services</b>								
	I	Men's Program	Women's Program		Total Program		General and Administrative		Fundraising		Total	
Salaries	\$	542,921	\$	394,640	\$	937,561	\$	54,455	\$	26,632	\$	1,018,648
Fringe benefits		103,895		75,747		179,642		15,330		6,720		201,692
Payroll taxes		43,734		31,885		75,619		6,453		2,829		84,901
Total compensation and benefits		690,550		502,272		1,192,822		76,238		36,181		1,305,241
Client services and support		184,600		107,690		292,290		45		-		292,335
Administrative services		36,380		22,922		59,302		24,982		7,859		92,143
Utilities		47,665		34,283		81,948		8,190		348		90,486
Meals		70,253		39,170		109,423		22		-		109,445
Office supplies, printing and postage		25,849		13,204		39,053		7,787		3,284		50,124
Maintenance		75,464		54,053		129,517		6,745		2,440		138,702
Insurance		20,213		9,940		30,153		2,982		-		33,135
Professional fees		9,360		7,280		16,640		4,160		-		20,800
Public relations		-		-		-		1,348		24,417		25,765
Strategic consultation		-		-		-		-		180,598		180,598
Investment fees		-		-		-		2,183		-		2,183
Interest		8,325		13,875		22,200		925		-		23,125
Bad debt		-						-		50,247		50,247
Total expenses before depreciation		1,168,659		804,689		1,973,348		135,607		305,374		2,414,329
Depreciation		91,803		43,185		134,988		21		190		135,199
Total expenses	\$	1,260,462	\$	847,874	\$	2,108,336	\$	135,628	\$	305,564	\$	2,549,528

# THE EXTENSION, INC. STATEMENTS OF CASH FLOWS FOR THE YEARS ENDED JUNE 30, 2023 AND 2022

	2023		2022		
OPERATING ACTIVITIES					
Change in net assets	\$ 891,	727 \$	1,575,847		
Adjustments to reconcile change in net assets to net cash					
provided by operating activities:					
Depreciation	141,	025	135,199		
Loss on disposal of property and equipment		-	101,590		
Increase in allowance for doubtful accounts		-	2,100		
Realized and unrealized (gain) loss on investments	(10,	714)	16,590		
(Increase) decrease in assets:					
Grants receivable	(205,	069)	151,694		
Promises to give, net	1,681,	815	886,235		
Accounts receivable		-	4,127		
Insurance settlement receivable	(237,	068)	-		
Increase in liabilities:					
Accounts payable	687,	827	286,376		
Accrued expenses	26,	196	13,583		
Net cash provided by operating activities	2,975,	739	3,173,341		
INVESTING ACTIVITIES					
Purchase of property and equipment	(5,754,	242)	(831,070)		
Reinvested earnings on investments		401	(687)		
Net cash (used in) investing activities	(5,752,	841)	(831,757)		
FINANCING ACTIVITIES					
Payments on notes payable	(29,	662)	(56,244)		
Net cash (used in) financing activities	-	662)	(56,244)		
Net (decrease) increase in cash and cash equivalents	(2,806,	764)	2,285,340		
Cash and cash equivalents, beginning of year	3,733,	193	1,447,853		
Cash and cash equivalents, end of year	\$ 926,	429 \$	3,733,193		
CLASSIFIED AS					
Cash and cash equivalents	\$ 218,	229 \$	249,718		
Restricted cash - donor restricted	708,	200	3,483,475		
	\$ 926,	429 \$	3,733,193		
SUPPLEMENTAL DATA					
Cash payments for interest	\$ 8,	708 \$	23,125		

#### NOTE 1. NATURE OF THE BUSINESS

The Extension, Inc. (the "Organization") is a Georgia Nonprofit Corporation. The Organization was founded in 1987 as the Marietta-Cobb Winter Shelter for the homeless during the winter months to provide transitional and rehabilitation housing on a year around basis for 42 men. The transitional and rehabilitation housing helps employable homeless men and women completing detoxification treatment. The Organization is supported substantially by contributions and government grants.

The Organization opened its facility for women on May 1, 2009. It has the capacity to provide for the care of 24 women.

#### NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The significant accounting policies adopted by the Organization are set forth below.

#### **Basis of accounting**

The financial statements of the Organization have been prepared on the accrual basis of accounting, and accordingly, reflect all significant receivables, payables, and other liabilities.

The Extension, Inc. follows the requirements of Financial Accounting Standards Board (FASB) ASC 958, Financial Statements of Not-for-Profit Organizations. Under ASC 958, The Extension, Inc. is required to report information regarding its financial position and activities according to two classes of net assets: net assets without donor restrictions and net assets with donor restrictions.

Net Assets Without Donor Restrictions – Net assets available for use in general operations and not subject to donor-imposed restrictions which are used to account for resources available to carry out the purposes of the Organization in accordance with the limitations of its bylaws. Board designated net assets are without donor restrictions but are designated by the Board to be spent for specific purposes. At June 30, 2023 and 2022, the Organization had no Board designated net assets.

Net Assets With Donor Restrictions – Net assets subject to donor-imposed restrictions. Some donor-imposed restrictions are temporary in nature, such as those that will be met by the passage of time or other events specified by the donor. Other donor-imposed restrictions are perpetual in nature, where the donor stipulates that resources be maintained in perpetuity. At June 30, 2023, the Organization had no donor imposed restrictions that were perpetual in nature. Donor-imposed restrictions are released when a restriction expires, that is, when the stipulated time has elapsed, when the stipulated purpose for which the resource was restricted has been fulfilled, or both. There were \$1,348,005 and \$5,828,395 in net assets with donor restrictions at June 30, 2023 and 2022.

#### Cash and cash equivalents

Cash and cash equivalents consist of cash held in checking and money market accounts and certificates of deposit with maturities of 90 days or less at inception.

#### Grants receivable

Grants receivable are stated at unpaid balances, less an allowance for doubtful accounts. The Extension, Inc. provides for losses on grants receivable using the allowance method. The allowance is based on experience and other circumstances, which may affect the ability of grantors to meet their obligations. Grants are considered impaired if full principal payments are not received in accordance with the contractual terms. It is the Organization's policy to charge off uncollectible grants receivable when management determines the receivable will not be collected and no allowance for doubtful accounts is determined to be needed. There was no grant allowance for doubtful accounts at June 30, 2023 and 2022.

#### NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### Promises to give

Promises to give, less an allowance for uncollectible amounts, are discounted to reflect the time value of money. Contributions are considered available for general use unless specifically restricted by the donor. At June 30, 2023 and 2022, there is an allowance for uncollectible promises to give of \$2,100. Contributions expected to be collected in future years are recorded as support and a receivable at the present value of expected future cash flows. At June 30, 2023 and 2022, there is \$- and \$21,200 discounted on the present value of promises to give, respectfully.

#### Insurance settlement receivable

During 2023, the Organization's facilities were damaged in a storm. The Organization entered into a contract with an insurance company for approximately \$504,000 to repair the Organization's facilities. Expenses incurred for the repairs were in excess of the amount agreed with the insurance company. As a result, a loss on insurance settlement of \$16,200 is recorded on the statement of activities. At June 30, 2023 \$237,068 is recorded as insurance settlement receivable on the statement of financial position.

#### **Investments**

In accordance with FASB, investments in equity securities with readily determinable fair values and all investments in debt securities shall be measured at fair value in the statement of financial position. Realized and unrealized gains and losses are recognized as changes in net assets in the periods in which they occur, and investment income is recognized as revenue in the period earned. Gains and investment income that are limited to specific uses by donor-restrictions are reflected as increases in net assets without donor restrictions, if the restrictions are met in the same reporting period.

#### **Property and equipment**

Property and equipment are recorded at cost, or if donated, at the fair market value on the date the asset is donated. Depreciation is computed over the estimated useful lives of these assets (5 to 30 years) using the straight-line method. Repairs and maintenance are charged to operations when incurred. Betterments and renewals in excess of \$5,000 are capitalized. When property and equipment is sold or otherwise disposed of, the asset account and related accumulated depreciation are removed, and any gain or loss is included in the statement of activities.

The Organization reviews long-lived assets for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable.

#### Revenue recognition

In accordance with FASB, unconditional promises to give cash and other assets are reported at fair value at the date the promise is received. All contributions and investment income are available for general use unless specifically restricted by the donor. Amounts received and investment income earned that are designated for future periods or restricted by the donor for specific purposes are reported as increases in net assets with donor restrictions. Conditional promises to give are not recognized until they become unconditional; that is, when the conditions on which they depend are substantially met.

The Organization records the value of donated property, goods or services when there is an objective basis available to measure their value. Donated property, materials and equipment are reflected as in-kind contributions in the accompanying statements at their estimated values at date of receipt.

#### NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### **Revenue recognition (Continued)**

Contributions received are recorded as with donor restrictions or without donor restrictions, depending on the existence and/or nature of any donor restrictions.

Donor-restricted support is reported as an increase in net assets with donor restrictions. When a restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statement of activities as net assets released from restrictions.

#### Grants and contracts support

The Organization is funded, in part, by contracts with various federal, state, and local government agencies and other nonprofit agencies. These contracts are generally cost reimbursement contracts for specific expenses and require the Organization to perform specific services to eligible populations. Any of the funding sources may, at their discretion, request reimbursement for expenses or return of funds, or both, as a result of noncompliance by the Organization with the terms of the contracts.

#### Fair value presentation

As defined by FASB, fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. In determining fair value, the Organization uses various methods including market, income, and cost approaches. Based on these approaches, the Organization often utilizes certain assumptions that market participants would use in pricing the asset or liability, including assumptions about risk and/or the risks inherent in the inputs to the valuation technique. These inputs can be readily observable, market corroborated, or generally unobservable inputs. The Organization utilizes valuation techniques that maximize the use of observable inputs and minimize the use of unobservable inputs. Based on the observability of the inputs used in the valuation techniques, the Organization is required to provide the following information according to the fair value hierarchy. The fair value hierarchy ranks the quality and reliability of the information used to determine fair values. Financial assets and liabilities carried at fair value will be classified and disclosed in one of the following three categories:

Level 1 - Valuations for assets and liabilities traded in active markets, such as the New York Stock Exchange. Valuations are obtained from readily available pricing sources for market transactions involving identical assets or liabilities.

Level 2 - Valuations for assets and liabilities traded in less active dealer or broker markets. Valuations are obtained from third party pricing services for identical or similar assets or liabilities.

Level 3 - Valuations for assets and liabilities that are derived from other valuation methodologies, including option pricing models, discounted cash flow models and similar techniques, and not based on market exchange, dealer, or broker traded transactions. Level 3 valuations incorporate certain assumptions and projections in determining the fair value assigned to such assets or liabilities.

For the years ended June 30, 2023 and 2022, the application of valuation techniques applied to similar assets and liabilities has been consistent. The fair value of investment securities is the market value based on quoted market prices, when available, or market prices provided by recognized broker dealers. If listed prices or quotes are not available, fair value is based upon externally developed models that use unobservable inputs due to the limited market activity of the instrument.

#### NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### **Functional expenses**

The costs of providing the various programs and other activities have been summarized on a functional basis in the accompanying statement of functional expenses. Accordingly, certain costs have been allocated among the programs and supporting services benefited. The expenses that are allocated include utilities, maintenance, and depreciation, which are allocated on a square footage basis, as well as compensation and benefits, administrative services, office supplies, printing and postage, professional fees, insurance, and interest, which are allocated on the basis of estimates of time, use and effort.

#### **Income taxes**

The Organization has been recognized by the Internal Revenue Service as tax-exempt under Internal Revenue Code Section 501(c)(3). Therefore, no provision for income taxes has been made in the financial statements.

The Organization recognizes the financial statement effects from a tax position only if it is more likely than not that the tax position will be sustained on examination by taxing authorities, based on the technical merits of the position. Examples of tax positions include the tax-exempt status of the Organization and various positions related to the potential sources of unrelated business taxable income (UBIT). The assessment of the technical merits of a tax position is a matter of judgment. The Organization believes that all its tax positions are more likely than not to be sustained upon examination.

The Organization files Form 990 in the U.S. federal jurisdiction and the State of Georgia.

#### **Estimates**

The preparation of financial statements requires management to make estimates and assumptions that affect the reported amount of assets and liabilities and disclosures of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. Actual results could differ from those estimates.

#### **Recent accounting pronouncements**

In February 2016, the Financial Accounting Standards Board ("FASB") issued ASU No. 2016-02, *Leases* ("ASC Topic 842"). This standard requires lessees to recognize leases on-balance sheet and disclose key information about leasing arrangements. The new standard establishes a right-of-use model ("ROU") that requires a lessee to recognize a ROU asset and lease liability on the balance sheets for all leases with a term longer than 12 months. Leases will be classified as finance or operating, with classification affecting the pattern and classification of expense recognition in the combined statements of income. These included transition elections that permitted the Organization to not reassess its prior conclusions about lease identification, lease classification, and initial direct costs for existing or expired leases under the new standard. In addition, the Organization adopted ongoing accounting policies to not recognize ROU assets and lease liabilities for leasing arrangements with terms of less than one year and to not separate lease and non-lease components for all classes of underlying assets. Also, the Organization elected the practical expedient to use the risk free rate when determining the present value of lease payments over the lease term. The Organization has elected the package of practical expedients permitted under the transition guidance. The adoption of ASC Topic 842 did not have an impact on the Organizations results of operations or cash flows.

#### NOTE 3. LIQUIDITY AND AVAILABILITY

The Organization manages its liquidity by developing and adopting annual operating budgets that provide sufficient funds for general expenditures and meeting its liabilities and other obligations as they become due. Financial assets available for general expenditure, that is, without donor or other restrictions limiting their use, within one year of the statement of financial position date, June 30, comprise the following:

	 2023		
Cash and cash equivalents	\$ 218,229	\$	249,718
Grants receivable	385,473		180,404
Insurance settlement receivable	237,068		-
	\$ 840,770	\$	430,122

Balances included on the statement of financial position that are excluded from the above table consist of \$708,200 and \$3,483,475 at June 30, 2023 and 2022, of cash subject to donor-imposed restrictions.

#### NOTE 4. PROMISES TO GIVE

Promises to give consisted of the following at June 30:

	2023			2022
Current	\$	641,905	\$	1,852,604
Due in one to five years		<u>-</u> _		492,316
		641,905		2,344,920
Less allowance for				
uncollectible promises to give		(2,100)		(2,100)
Less time value discount				(21,200)
Promises to give, net	\$	639,805	\$	2,321,620

Promises to give are discounted using a discount rate of 4.5% for the years ended June 30, 2023 and 2022.

#### NOTE 5. INVESTMENTS

The following table sets forth by level, within the fair value hierarchy, the Organization's investments at fair value as of June 30, 2023:

	Le	vel 1	Level 2		Leve	el 3	 Total
Pooled Investment at							
Community Foundation	\$		\$	118,136	\$		\$ 118,136
Total	\$	_	\$	118,136	\$	_	\$ 118,136

The following table sets forth by level, within the fair value hierarchy, the Organization's investments at fair value as of June 30, 2022:

	Le	evel 1	Level 2		Leve	el 3	Total
Pooled Investment at							 
Community Foundation	\$	<u> </u>	\$	108,823	\$		\$ 108,823
Total	\$	-	\$	108,823	\$		\$ 108,823

The Cobb Community Foundation ("Community Foundation") holds a donor-established advised fund ("Fund") for the benefit of the Organization. The agreement granted variance power to the Community Foundation. Thus, the Fund is owned by the Community Foundation, and the Community Foundation has final authority and control over the disposition of the assets and earnings of the Fund.

#### NOTE 6. PROPERTY AND EQUIPMENT

A summary of property and equipment at June 30, is as follows:

	2023			2022
Land	\$	87,890	\$	87,890
Buildings		2,748,028		2,732,928
Furniture and fixtures		278,036		278,036
Construction in progress		6,587,055		847,912
		9,701,009		3,946,766
Less accumulated depreciation		(1,493,322)		(1,352,296)
Property and equipment, net	\$	8,207,687	\$	2,594,470

Depreciation expense for the years ended June 30, 2023 and 2022, was \$141,025 and \$135,199, respectively.

#### NOTE 7. NOTE PAYABLE

During the year ended June 30, 2022, the Organization entered into a promissory note with a financial institution in the amount up to \$2,600,000 used to finance its new men's facility. The note requires monthly principal payments of \$3,500 plus interest beginning in May 2022 and running through March 2025, at which time all unpaid principal and interest is due. The interest rate on this note is 4.50% at June 30, 2023. The note is secured by real and personal property of the Organization. The principal balance on this note at June 30, 2023, was \$300,981.

Scheduled maturities are as follows:

For the year ending June 30,

2024	\$ 42,000
2025	 258,981
	300,981
Less unamortized debt issuance costs	(15,466)
Total	\$ 285,515

#### NOTE 8. LINE OF CREDIT

During the year ended June 30, 2022, the Organization entered into a line of credit agreement with a financial institution. Under the agreement, the Organization may borrow up to \$150,000. The line of credit agreement matures on April 13, 2024, with interest due monthly at the Bank Prime Rate (8.50% as of June 30, 2023). Outstanding borrowings are collateralized by personal property of the Organization. There was no outstanding line of credit balance at June 30, 2023 and 2022.

#### NOTE 9. NET ASSETS WITH DONOR RESTRICTIONS

Net assets with donor restrictions were available for the following purposes at June 30:

	2023		2022	
Subject to expenditure for specified purpose:				
Capital campaign	\$	959,225	\$	5,474,443
Family therapy		174,090		-
Offsite housing support		119,385		215,552
Client transition support		95,305		138,400
	\$	1,348,005	\$	5,828,395

Net assets with donor restrictions consist of the following at June 30:

	\$\frac{2023}{\\$708,200}		2022	
Cash			\$	3,483,475
Promises to give, net		639,805		2,344,920
	\$	1,348,005	\$	5,828,395

#### NOTE 10. NET ASSETS RELEASED FROM RESTRICTIONS

Net assets were released from donor restrictions during the years ended June 30, 2023 and 2022, by incurring expenditures satisfying the restricted purposes specified by donors as follows:

Satisfaction of purpose restrictions:	2023		2022	
Capital campaign	\$	5,410,260	\$	544,942
Family therapy		5,923		-
Offsite housing support		96,887		100,730
Client transition support		43,500		54,100
	\$	5,556,570	\$	699,772

#### NOTE 11. IN-KIND CONTRIBUTIONS

In-kind contributions were received as follows for the year ended June 30:

		2023		2022	
Capital improvements	\$	376,000	\$	145,062	
Food and meals		73,988		78,902	
Professional services		22,178		_	
	\$	472,166	\$	223,964	

The Organization recognized contributed nonfinancial assets within revenue, including contributed capital improvements. food and meals, and professional services. Contributed capital improvements of \$376,000 were recorded with donor restrictions and subsequently released from restrictions upon use.

Contributed capital improvements and food and meals were used in program support. Contributed professional services were used in fundraising services.

In valuing contributed food and meals, the Organization estimated the fair value based on the established value for comparable goods by national organizations. In valuing capital improvements and professional services, the Organization estimated fair value based on the current rates for similar services.

#### NOTE 12. SUBSEQUENT EVENTS

Management has evaluated subsequent events through December 18, 2023, the date the financial statements were available to be issued.



### THE EXTENSION, INC. SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS FOR THE YEAR ENDED JUNE 30, 2023

	Identifying Number	Assistance Listing Number	Federal Expenditures
Department of Homeland Security			
<b>Emergency Food and Shelter Program</b>			
Passthrough: Cobb County	LRO ID: 184000-009-phase 40	97.024	\$ 11,250
Passthrough: Cobb County	LRO ID: 184000-009-phase 39	97.024	9,700
Passthrough: Cobb County	LRO ID:184000-009-phase ARPAR	97.024	15,000
Total Emergency Food and Shelter Program	-		35,950
<b>Total Department of Homeland Security</b>			35,950
Department of Housing and Urban Development			
Office of Community Planning and Development			
Continuum of Care Program	GA0115L4B062114	14.267	98,474
Emergency Solutions Grant Program			
Passthrough: Cobb County – COVID 19	E-20-UW-13-0002	14.231	82,361
Passthrough: Cobb County	E-22-UC-13-0008	14.231	5,442
Passthrough: Cobb County	E-23-UC-13-0008	14.231	36,677
Total Emergency Solutions Grant Program			124,480
HOME – American Rescue Plan			
Passthrough: Cobb County	HR21CE-C	14.239	84,952
Community Development Block Grants			
Passthrough: Cobb County	B-22-UC-21-0002	14.218	35,000
Passthrough: Cobb County - COVID 19	B-23-UC-21-0002	14.218	65,628
Passthrough: Cobb County	B-23-UC-21-0002	14.218	98,000
Total Community Development Block Grants			198,628
Total Department of Housing and Urban Development			506,534

## THE EXTENSION, INC. SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS (Continued) FOR THE YEAR ENDED JUNE 30, 2023

Department of Health and Human Services			
Community Services Block Grants			
Passthrough: GA DHS - Cobb County	CSBG-22-C22M	93.569	37,415
Passthrough: GA DHS - Cobb County - COVID 19	CSBG-22-C22M	93.569	42,559
Passthrough: GA DHS - Cobb County	CSBG-23-C23M	93.569	134,106
Total Community Services Block Grants			214,080
Block Grants for Prevention and Treatment of Substance Abuse			
Passthrough: GA Department of Behavioral Health and Developmental Disabilities	44100-906-0000167054	93.959	166,431
Passthrough: GA Department of Behavioral Health and Developmental Disabilities	44100-906-0000183539	93.959	499,293
Total Block Grants for Prevention and Treatment of Substance Abuse Program			665,724
Total Department of Health and Human Services			879,804
Department of Treasury			
Coronavirus State and Local Fiscal Recovery Funds			
Passthrough: Cobb County	CH24	21.027	41,393
Total Department of Treasury			41,393
			\$ 1,463,681

## THE EXTENSION, INC. NOTES TO SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS FOR THE YEAR ENDED JUNE 30, 2023

#### NOTE 1. BASIS OF PRESENTATION

The accompanying schedule of expenditures of federal awards (the "Schedule") includes the federal award activity of The Extension, Inc. under programs of the federal government for the year ended June 30, 2023. The information in the 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 Extension, Inc., it is not intended to and does not present the financial position, changes in net assets, or cash flows of The Extension, Inc.

#### NOTE 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 the Uniform Guidance, wherein certain types of expenditures are not allowable or are limited as to reimbursement.

#### NOTE 3. INDIRECT COST RATE

The Extension, Inc. has elected not to use the 10% de minimis cost rate as allowed under the Uniform Guidance.



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

To the Board of Directors The Extension, Inc. Marietta, Georgia

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 The Extension, Inc. (a nonprofit organization), which comprise the statement of financial position as of June 30, 2023, 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 December 18, 2023.

#### Report on Internal Control over Financial Reporting

In planning and performing our audit of the financial statements, we considered The Extension, Inc.'s internal control over financial reporting (internal control) as a basis for designing 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 Extension, Inc.'s internal control. Accordingly, we do not express an opinion on the effectiveness of The Extension, Inc.'s internal control.

Our consideration of internal control was for the limited purpose described in the preceding paragraph and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies and therefore, material weaknesses or significant deficiencies may exist that were not identified. However, as described in the accompanying schedule of findings and questioned costs, we identified certain deficiencies in internal control that we consider to be material weaknesses and significant deficiencies.

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 or significant deficiencies may exist that were not identified.

#### **Report on Compliance and Other Matters**

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

#### **Purpose of This Report**

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the 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.

Mauldin & Jerkins, LLC

Atlanta, Georgia December 18, 2023



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

To the Board of Directors The Extension, Inc. Marietta, Georgia

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

#### Opinion on Each Major Federal Program

We have audited The Extension, Inc.'s compliance with the types of compliance requirements identified as subject to audit in the OMB *Compliance Supplement* that could have a direct and material effect on each of The Extension, Inc.'s major federal programs for the year ended June 30, 2023. The Extension, Inc.'s major federal programs are identified in the summary of auditor's results section of the accompanying schedule of findings and questioned costs.

In our opinion, The Extension, Inc. 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, 2023.

#### Basis for Opinion on Each Major Federal Program

We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States of America; 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). Our responsibilities under those standards and the Uniform Guidance are further described in the Auditor's Responsibilities for the Audit of Compliance section of our report.

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

#### Responsibilities of Management for Compliance

Management is responsible for compliance with the requirements referred to above and for the design, implementation, and maintenance of effective internal control over compliance with the requirements of laws, statutes, regulations, rules, and provisions of contracts or grant agreements applicable to The Extension, Inc.'s federal programs.

#### Auditor's Responsibilities for the Audit of Compliance

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

In performing an audit in accordance with generally accepted auditing standards, Government Auditing Standards, and the Uniform Guidance, we:

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

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

#### **Report on Internal Control over Compliance**

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

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

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

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

Mauldin & Jerkins, LLC

Atlanta, Georgia December 18, 2023

### SCHEDULE OF FINDINGS AND QUESTIONED COSTS

#### FOR THE YEAR ENDED JUNE 30, 2023

### **SUMMARY OF INDEPENDENT AUDITOR'S RESULTS:** Financial Statements:

Type of a	uditor's report issued	Uı	nmodified	
Intorna	d control ever financial reporting		Yes	No
Interna	al control over financial reporting:			
Mat	erial weaknesses identified?			X
	nificant deficiencies identified not onsidered to be material weaknesses?			X
	acompliance material to the financial tatements noted?			X
Federal Aw Internal c	rards: ontrols over major programs:			
Materi	al weaknesses identified?			X
	cant deficiencies identified not sidered to be material weaknesses?			None Reported
	of auditor's report issued on			
com	pliance for major programs	<u>Uı</u>	<u>ımodified</u>	
	findings required to be reported in accordance 2 CFR Section 200.516(a)			X
Identification	on of major programs:			
93.959	Block Grants for Prevention and Treatment of Substance Abuse			
	reshold used to distinguish between A and Type B programs	\$	750,000	
			Yes	No
Auditee qua	lified as low-risk auditee?			X
Financial St	atement Findings?			X
Federal Awa	ard Findings/Ouestioned Costs?		<del>-</del>	X

## SCHEDULE OF FINDINGS AND QUESTIONED COSTS FOR THE YEAR ENDED JUNE 30, 2023

**Section II - Financial Statement Findings** 

None

Section III - Findings and Questioned Costs for Federal Awards

None

### SCHEDULE OF PRIOR AUDIT FINDINGS AND QUESTIONED COSTS FOR THE YEAR ENDED JUNE 30, 2023

#### **Section II - Financial Statement Findings**

#### **Finding 2022-001**

*Criteria:* Generally accepted accounting principles require that unconditional promises to give be recorded in accordance with the terms of the gift. The Extension, Inc. had not previously recorded promises to give.

Condition: The lack of recording promises to give were identified during our audit work surrounding the predecessor auditor's work paper review. The adjustment for unconditional promises to give not recorded had the effect of increasing net assets without donor restrictions by \$83,767 and net assets with donor restrictions by \$3,209,083 at June 30, 2021.

Recommendation: We recommend that management record promises to give in future periods.

*Views of Responsible Officials and Planned Corrective Actions:* The recommendation was adopted in October 2022. No similar findings were noted in the 2023 audit.

#### **Finding 2022-002**

*Criteria*: Generally accepted accounting principles require recording expenses on an accrual basis. The Extension, Inc. failed to record a significant capital expense incurred before year-end.

Condition: During our testing of accounts payable, it was noted one invoice related to the construction of the men's shelter that was received and for work performed before year-end was not accrued. The adjustment for accounts payable had the effect of increasing accounts payable by \$282,021 and construction in progress at June 30, 2022.

Recommendation: We recommend that management review and reconcile operating and capital expenses on a monthly basis to ensure all appropriate items are accrued.

*Views of Responsible Officials and Planned Corrective Actions:* The recommendation was adopted in October 2022. No similar findings were noted in the 2023 audit.

### SCHEDULE OF PRIOR AUDIT FINDINGS AND QUESTIONED COSTS (Continued) FOR THE YEAR ENDED JUNE 30, 2023

#### **Section III - Federal Awards Findings and Questioned Costs**

#### **Finding 2022-003**

*Criteria*: Per part 4 of the compliance supplement and grant agreement with Block Grants for Prevention and Treatment of Substance Abuse, reporting compliance was required. The Extension, Inc. was required to submit audit or financial statements within 180 days after the close of the fiscal year to the grantor.

*Condition:* Reporting compliance requirements were not met. The audit or financial statements were due to the grantor on December 27<sup>th</sup>, 2021. The failure to submit the audit or financial statements within 180 days after the close of the fiscal year resulted in The Extension, Inc. to not be considered a low risk client this year.

*Recommendation:* We recommend management reviews all grant agreements for compliance requirements in future periods.

*Views of Responsible Officials and Planned Corrective Actions:* The recommendation was adopted in October 2022. No similar findings were noted in the 2023 audit.