# **FINANCIAL STATEMENTS**

August 31, 2019 and 2018

(With Independent Auditor's Report Thereon)

Prepared by

Kathleen R. Lane, P.C.
Certified Public Accountant
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## FINANCIAL STATEMENTS

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#### INDEPENDENT AUDITOR'S REPORT

Board of Directors Girls Incorporated of Santa Fe, Inc. Santa Fe, New Mexico

I have audited the accompanying financial statements of Girls Incorporated of Santa Fe, Inc. (a nonprofit organization), which comprise the statement of financial position as of August 31, 2019 and 2018, and the related statements of activity, functional expenses and cash flows for the years then ended, and the related notes to the financial statements.

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

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

# Auditor's Responsibility

My responsibility is to express an opinion on these financial statements based on my audit. I conducted my audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that I 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, I 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.

I believe that the audit evidence I have obtained is sufficient and appropriate to provide a basis for my audit opinion.

#### Opinion

In my opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Girls Incorporated of Santa Fe, Inc. as of August 31, 2019 and 2018, 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 Reporting Required by Government Auditing Standards

In accordance with Government Auditing Standards, I have also issued my report dated January 22, 2020, on my consideration of Girls Inc.'s internal control over financial reporting and my of compliance with certain provisions of tests regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of my 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 Girls Inc.'s internal control over considering reporting and compliance.

Jack Lae, P.C. Kathleen R. Lane, P.C.

Albuquerque, NM January 22, 2020

# STATEMENT OF FINANCIAL POSITION August 31, 2019 and 2018

	<u>Assets</u>		2019	2018
Current assets: Cash and cash equival Prepaid expenses Accounts receivable - Accounts receivable - Unconditional promise donor restrictions Total current asset	program (Note 1) other (Note 3) to give - without	\$	350,122 10,908 2,614 7,318 102,484 473,446	3,076
Total Cuffent asset	.5		473,440	442,492
Property, plant, and ed Building Building improvements Furniture, fixtures, Transportation equipm Accumulated depreciat	and equipment nent	1	37,500 301,658 141,197 89,312 569,667 (395,623)	$\frac{89,312}{566,760}$
			***************************************	
Net property, plant,	and equipment		174,044	200,668
Total Assets		\$	<u>647,490</u>	\$ <u>643,160</u>
Lia	bilities and Net Ass	sets		
Current liabilities:				
Accounts payable Deferred revenue - ar Deferred revenue - gr Payroll taxes payable	cants (Note 4)	\$ 4)	20,693 75,200 15,608	16,100 110,716 14,557
Accounts payable Deferred revenue - ar Deferred revenue - gr	cants (Note 4) e e 5)		75,200	16,100 110,716
Accounts payable Deferred revenue - ar Deferred revenue - gr Payroll taxes payable Accrued payroll (Note	rants (Note 4) e e 5) (Note 5)		75,200 15,608 18,351	16,100 110,716 14,557 18,229
Accounts payable Deferred revenue - ar Deferred revenue - gr Payroll taxes payable Accrued payroll (Note Compensated absences	rants (Note 4) e e 5) (Note 5)		75,200 15,608 18,351 13,051	16,100 110,716 14,557 18,229 7,902 195,976
Accounts payable Deferred revenue - ar Deferred revenue - gr Payroll taxes payable Accrued payroll (Note Compensated absences Total current liabi	rants (Note 4) e 5) (Note 5) lities		75,200 15,608 18,351 13,051 142,903	16,100 110,716 14,557 18,229 7,902 195,976
Accounts payable Deferred revenue - ar Deferred revenue - gr Payroll taxes payable Accrued payroll (Note Compensated absences  Total current liabi Total liabilities  Net assets:	rants (Note 4)  5 5) (Note 5) lities		75,200 15,608 18,351 13,051 142,903	16,100 110,716 14,557 18,229 7,902 195,976
Accounts payable Deferred revenue - ar Deferred revenue - gr Payroll taxes payable Accrued payroll (Note Compensated absences  Total current liabi  Total liabilities  Net assets: Without donor restrice	rants (Note 4)  5 5) (Note 5) lities		75,200 15,608 18,351 13,051 142,903 142,903	16,100 110,716 14,557 18,229 7,902 195,976 195,976 437,184

See Accompanying Notes to Financial Statements

# STATEMENT OF ACTIVITY For the Years Ended August 31, 2019 and 2018

	Without	With		
	Donor	Donor	2019	2018
F	Restrictions	Restriction	s Total	Total
Support and revenue:			<del></del> , « <del></del> ,	
Support:				
	1,176,049	\$ 77,880 \$	1,253,929	\$ 721,334
Contributions - In kind	41,218	A	41,218	40,844
City of Santa Fe		57,318	57,318	14,006
State of New Mexico		46,604	46,604	46,604
Grants/foundations	7,500	66,000	73,500	339,387
024007 20440200				
Total support	1,224,767	247,802	1,472,569	1,162,175
Revenue:				
Program fees	228,349		228,349	210,681
Investment income	134		134	512
Event income	77,845		77,845	128,583
Other receipts	1,470		1,470	3,159
Net assets released	1,1.0		-,	-,
from restrictions	234,802	(234,802)		
TIOM TESTITECTOMS	231/002	(201/002)		0
Total revenue	542,600	( <u>234,802</u> )	307,798	342,935
make I assessed and sessesses	1 767 267	13,000	1,780,367	1,505,110
Total support and revenue	1,767,367	13,000	1,780,307	1,303,110
Functional expense:				
Program services	1,400,844		1,400,844	1,215,194
Management and general	170,066		170,066	155,263
Fund-raising	152,054		152,054	128,861
		·		
Total functional expenses	1,722,964		1,722,964	1,499,318
Excess of support and revenue				
over (expenses)	44,403	13,000	57,403	5,792
Over (expended)	, .05	20,000	5.,.00	-,
Net assets, beginning of year	437,184	10,000	447,184	441,392
	0.	(1 <del>11111111111111111111111111111111111</del>		
Net assets, end of year	481,587	\$ 23,000 \$	<u>504,587</u>	\$ 447,184

# STATEMENT OF FUNCTIONAL EXPENSES For the Years Ended August 31, 2019 and 2018

August 31, 2019	Program	Management and General	Fund Development	Total
				( <del></del> )
Salaries \$	801,888	\$ 96,216	\$ 73,923 \$	50 10 10 10 10 10 10 10 10 10 10 10 10 10
Employee benefits	101,962	14,270	246	116,478
Payroll tax expenses	64,774	7,599	5,718	78,091
Total salaries and				to company name an
related expenses	968,624	118,085	79,887	1,166,596
Accounting	22,229	16,158	1 121	38,387
Advertising/Public awareness			4,434	21,831
Automobile expense	5,756	72 - 20 T 12	01 82000	5,756
Copier expense	3,272	2,916	464	6,652
Conferences and training	10,159	104	328	10,591
Contract services	85,877		13,557	99,434
Depreciation expense	29,531		***	29,531
Dues and subscriptions	29,236	7502 4 8	680	29,916
Food/beverage	44,703	(11)	14,346	59,038
Insurance	30,054	92 - Sap N	STACT TO NAME	30,054
Licenses and permits	493	10	197	700
Mileage	5,482	40 č	12	5,494
Miscellaneous	3,902	5		3,907
Office expense	15,414	512	1,959	17,885
Postage	2,865	38	868	3,771
Printing	7,722	2,636	3,366	13,724
Professional fees	2,150			2,150
Program expense/supplies	43,177	9	31,956	75,142
Rent	18,277	27,600		45,877
Repairs and maintenance	20,622	880		21,502
Telephone	13,374	1,124		14,498
Travel	13,125			13,125
Utilities	7,403			7,403
Total expenses \$	1,400,844	\$ <u>170,066</u>	\$ 152,054 \$	1,722,964
Expense Allocation %	81.3%	9.9%	8.8%	100%

# STATEMENT OF FUNCTIONAL EXPENSES For the Years Ended August 31, 2019 and 2018

		Management	Fund	
August 31, 2018	Program	and General	Development	Total
Salaries	\$ 655,079	\$ 88,198	\$ 55,694 \$	798,971
Employee benefits	93,766	3,764	1,639	99,169
Payroll tax expenses	53,629	7,213	4,505	65,347
decision and the Maria				
Total salaries and				060 407
related expenses	802,474	99,175	61,838	963,487
Accounting	22,727	14,362		37,089
Advertising/public awarenes		100	1,166	31,610
Automobile expense	8,292		5000 P 92 10 500 00 10 2	8,292
Copier expense	3,472	2,719	1,033	7,224
Conferences and training	7,055	40	88	7,183
Contract services	86,474	934	40,082	127,490
Depreciation expense	28,400			28,400
Dues and subscriptions	17,965	231		18,196
Food/beverage	37,238	285	12,741	50,264
Insurance	31,183			31,183
Licenses and permits	1,252	20	4,728	6,000
Mileage	2,982	23	14	3,019
Miscellaneous	5,409	126	1,358	6,893
Office expense	24,880	1,931	777	27,588
Postage	1,690	100	742	2,532
Printing	5,444	2,142	1,286	8,872
Professional fees		1,025		1,025
Program expense/supplies	24,167	20	1,764	25,951
Rent	16,240	28,610		44,850
Repairs and maintenance	19,382	975	3	20,360
Telephone	13,174	1,437	255	14,866
Travel	17,046	1,008	986	19,040
Utilities	7,904			7,904
Total expenses	\$ <u>1,215,194</u>	\$ <u>155,263</u>	\$ <u>128,861</u> \$	1,499,318
Expense Allocation %	81.0%	10.4%	8.6%	100%

# STATEMENT OF CASH FLOWS For the Years Ended August 31, 2019 and 2018

Cach flows from anoughing achimition.	2019	2018
Cash flows from operating activities:		
Receipts from public support, fund-raising activities Investment income Salaries and benefits paid Operating expenses paid Net cash provided (used) by operations	\$ 1,629,894 134 (1,160,274) (484,846) (15,092)	\$ 1,456,023 219 (959,024) (469,962) 27,256
Cash flows from investing:		
Vehicle Computer equipment Building improvements Net cash provided (used) by investing	(1,157) (1,000) (2,157)	(25,491) (3,909) (26,119) (55,519)
Net increase (decrease) in cash	(17,249)	(28,263)
Cash and cash equivalents - beginning of year	367,371	395,634
Cash and cash equivalents - end of year	\$350,122	\$ <u>367,371</u>
Reconciliation of excess of revenues over (e provided by operating activities:	expense) to ne	t cash
Excess of revenue over (expense)	\$ 57,403	\$ 5,792
Adjustments Depreciation In-kind donation (Increase) decrease in prepaid expense (Increase) decrease in accounts receivab (Increase) decrease in receivables - oth Increase (decrease) in accounts payable Increase (decrease) in deferred revenue Increase (decrease) in accrued payroll Increase (decrease) in taxes payable		28,400 (2,500) (10,144) (1,240) (40,530) 9,269 33,746 1,241 3,222 \$ 27,256

# NOTES TO FINANCIAL STATEMENTS August 31, 2019 and 2018

## Note 1: Summary of Significant Accounting Policies

Girls Incorporated of Santa Fe, Inc. (Girls Inc.) is a New Mexico not-for-profit corporation dedicated to giving girls the right tools and support to succeed. Girls learn to set and achieve goals, boldly confront challenges, resist peer pressure and see college as attainable. Programs are comprised of hand-on activities that provide academic enrichment and support, life skills instruction and activities focused on healthy living.

# Basis of Accounting

The financial statements have been prepared using the accrual basis of accounting.

## Financial Statement Presentation

Girls Inc. reports information regarding its financial position and activities according to two classes of net assets (without donor restrictions and with donor restriction), based upon the existence or absence of donor-imposed restrictions.

#### Revenue Recognition

All contributions are considered available for the Organization's general programs unless specifically restricted by the donor. Amounts received that are designated for future periods or restricted by the donor are reported as donor restricted support and increase the respective class of net assets. Contributions received with donor restrictions that are met in the same reporting period are reported as without donor restrictions and increase net assets-without donor restrictions.

#### Cash and Cash Equivalents

Cash equivalents consist of short-term highly liquid investments which are readily convertible into cash within ninety (90) days of purchase.

# NOTES TO FINANCIAL STATEMENTS August 31, 2019 and 2018

# Note 1: Summary of Significant Accounting Policies (continued)

## Accounts Receivable - Program

Accounts receivable consist of unpaid balance due for after school and camp fees as of August 31, 2019. All receipts are expected to be collected; therefore, no allowance for doubtful accounts has been applied.

## Property, Plant and Equipment

Equipment, vehicle, land, building, and improvements are recorded at cost or donor value. The Organization capitalizes additions to property and equipment in excess of \$500 cost or fair value, if donated. Depreciation is computed on a straight-line basis over estimated useful life of 5 to 40 years.

## Donated Services and Expenses

During the current year, certain operating expenses were donated to Girls Inc. The estimated value of these expenses has been reflected in the accompanying financial statements as public support with a like-kind amount included as an expense. The estimated value of the in-kind is \$41,218, of which \$750 was included in building improvement and \$40,468 has been included in their appropriate expense category.

The value of donated volunteer services is not reflected in the accompanying financial statements since there are no objective basis available by which to measure the value of such services. However, a substantial number of volunteers (287) have donated a significant amount of time on behalf of Girls Inc.

## Estimates

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

# NOTES TO FINANCIAL STATEMENTS August 31, 2019 and 2018

# Note 1: Summary of Significant Accounting Policies (continued)

## Income Taxes

Girls Inc. is exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code. Accordingly, no provision for income tax has been reflected in the Organization's financial statements.

The Organization's Federal Exempt Organization Business Income Tax Returns (Form 990) for 2016, 2017 and 2018 are subject to examination by the IRS, generally for three years after they were filed.

# Functional Expenses

Functional expenses have been allocated among program services, general and management, and fund-raising based on analysis of personnel time and space utilized for the related activities.

#### Unconditional Promises to Give

Unconditional promises to give are recognized when the donor makes a promise to give to the Organization that is, in substance, unconditional. Contributions that are restricted by the donor are reported as increases in net assets-without donor restrictions if the restrictions expire in the fiscal year in which the contributions are recognized. All other donor-restricted contributions are reported as increases in net assets-with donor restrictions. Grants and other contributions of cash and other assets are reported as donor restricted support if they are received with donor stipulations that limit the use of the donated assets.

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

# NOTES TO FINANCIAL STATEMENTS August 31, 2019 and 2018

## Note 2: Concentration of Credit Risk

The Organization maintains cash balances at two financial institutions. Accounts at each institution are secured by the Federal Deposit Insurance Corporation (FDIC insured) up to \$250,000. As of August 31, 2019, the uninsured bank balance at Century Bank is \$8,496. The Organization has not experienced any loss in such accounts and believes it is not exposed to any significant credit risk on its cash balances.

## Note 3: Accounts receivable-Other

As of August 31, 2019, accounts receivable from grants and reimbursements of funds consist of the following:

City of Santa Fe \$7,318\$7,318

# Note 4: <u>Deferred Revenue</u>

At August 31, 2018, income for the 2019 arts and crafts event has been deferred to next year in the amount of \$16,100. It was decided to discontinue the arts and crafts event for 2019 and the revenue has been refunded to vendors.

Grant money received for 2019 projects in the amount of \$75,200 has been included in deferred revenue.

# Note 5: Accrued Payroll and Compensated Absence

Girls Inc. pays its employees every two weeks. There were accrued wages of \$18,351 at August 31, 2019.

At August 31, 2019, there was accrued vacation liability of \$13,051.

# NOTES TO FINANCIAL STATEMENTS August 31, 2019 and 2018

## Note 6: Net Assets with Donor Restrictions

As of August 31, 2019, net assets with donor restrictions consist of the following:

	2019	2018
Hestia - SFC	\$ 8,000	\$ 10,000
PNM	5,000	
AAUW - Opsmart	3,500	
USBank - Opsmart	1,500	
Verizon	5,000	
Total Net Assets with		
Donor Restrictions	\$ 23,000	\$ 10,000

# Note 7: Fundraising expense

Fundraising expenses in 2019 represented 8.8% (\$151,035) of total expenses. These expenses are attributable to "support and revenue" received as contributions from individuals, foundations and governmental sources as well as revenue received from special events, reflected on page 4.

#### Note 8: Employee Benefit Plan

Girls Inc. has a 403(b) salary deferral plan. Under the plan, Girl's Inc. contributes up to 5% of eligible employee's salary, based on employee contribution. If an employee does not participate in plan, there is no employer contribution. The employee may contribute up to the IRS maximum tax deferral. 403(b) plan expenses for the year were \$19,470.

## Note 9: Line of Credit

An open line of credit was set up at Century Bank in the amount of \$150,000 for the purpose of providing short-term emergency financial support to Girls Inc. of Santa Fe. The line of credit balance at August 31, 2019, is \$0.

# NOTES TO FINANCIAL STATEMENTS August 31, 2019 and 2018

# Note 10: Operating Lease

Girls Inc. entered into a copier lease agreement, March 2015, with Toshiba. The amount of lease payments made in 2019 was \$2,970. This lease was terminated August 20, 2019.

Girls Inc. entered into a 60-month copier lease agreement July 7, 2017, with monthly payments of \$222. The amount of lease payments made in 2019 was \$2,736.

Future	obligations:	
2020		

2020	\$ 2,668
2021	2,668
2022	2,223
	\$ <u>7,559</u>

Girls Inc. entered into a 60-month copier lease agreement August 20, 2019, with monthly payments of \$247.91. No payments were made in 2019.

	00229020101	
2020		\$ 2,975
2021		2,975
2022		2,975
2023		2,975
2024		2,975
		\$ 14,875

On July 10, 2017, the Organization entered into an office space lease for one year with an option to renew for two more years. Rent expense for 2019 was \$41,877.

Future obligations:

\$ 39,270 \$ 39,270

# NOTES TO FINANCIAL STATEMENTS August 31, 2019 and 2018

## Note 11: Beneficiary of Decedent's Estate

The Organization received notification they are a 12% beneficiary of a decedent's estate. The total amount of the distribution is unknown. A beneficiary receivable has not been recorded at August 31, 2019, since the amount is undetermined. See Note 13.

## Note 12: Related Party Transactions

During the year, Girls Inc. incurred expenses to PrestiDigital Media, LLC, who is owned by the Chair of the Board. Expenses were incurred in the amount of \$5,950, of which \$3,400 was cash and \$2,550 was in-kind donation. PrestiDigital Media, LLC provides ongoing website updating, online marketing service and security monitoring and maintenance. The contract agreement between Girls Inc. and PrestiDigital expired June, 2019.

Girls, Inc. of Santa Fe is an affiliate of Girls Incorporated. During 2019, Girls Inc. of Santa Fe received \$95,000 from Girls Incorporated as part of an affiliate growth grant and an additional \$57,428 to reimburse travel, Bold Futures Mentoring, Healthy Sexuality and other small programs. Girls Inc. of Santa Fe paid \$14,074 in dues to Girls Incorporated.

### Note 13: Evaluation of Subsequent Events

The Organization has evaluated subsequent events through January 22, 2020, the date which the financial statements were available to be issued.

On December 31, 2019, Girls Inc. received \$350,000 as a beneficiary distribution as noted on Note 11. A small residual amount will be sent to Girls Inc. once the estate is closed.



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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

Board of Directors Girls Incorporated of Santa Fe, Inc. Santa Fe, New Mexico

I have audited, 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, the financial statements of Girls Incorporated of Santa Fe, Inc. (a nonprofit organization) as of and for the year ended August 31, 2019, and have issued my report thereon dated January 22, 2020.

# Internal Control Over Financial Reporting

In planning and performing my audit, I considered Girls Incorporated of Santa Fe, Inc.'s internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing my opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of Girls Incorporated of Santa Fe, Inc.'s internal control over financial reporting. Accordingly, I do not express an opinion on the effectiveness of Girls Incorporated of Santa Fe, Inc.'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 misstatements on a timely basis. A material weakness is a deficiency, or combination of deficiencies, in internal control such that there is a reasonable possibility that a material misstatement of Girls Incorporated of Santa Fe, Inc.'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.

My consideration of internal control over financial reporting 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 significant deficiencies or material weaknesses. Given these limitations, during my audit I did not identify any deficiencies in internal control that I considered 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 Girls Incorporated of Santa Fe, Inc.'s financial statements are free of material misstatement, I 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 my audit, and accordingly, I do not express such an opinion. The results of my 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 my testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the entity's internal control or on compliance. This report is an integral part of the audit performed in accordance with Government Auditing Standards in considering the entity's compliance. Accordingly, control and communication is not suitable for any other purpose.

Albuquerque, New Mexico

January 22, 2020