THE IDEA VILLAGE, INC.

FINANCIAL STATEMENTS

June 30, 2019 and 2018

THE IDEA VILLAGE, INC. NEW ORLEANS, LOUISIANA

CONTENTS

	Page(s)
Independent Auditors' Report	1-2
Financial Statements	
Statements of Financial Position	3
Statements of Activities	4-5
Statements of Functional Expenses	6-7
Statements of Cash Flows	8
Notes to Financial Statements	9-13
Government Auditing Standards Reports	
Independent Auditors' Report on Internal Control Over Financial Reporting and on Compliance and Other Matters Based on an Audit of Financial Statements Performed in Accordance with <i>Government Auditing Standards</i> .	14-15
Supplementary Information	
Summary of Compensation, Benefits and Other Payments to Agency Head	16

JON S. FOLSE LISA D. ENGLADE KERNEY F. CRAFT, JR.



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INDEPENDENT AUDITORS' REPORT

To the Board of Directors The Idea Village, Inc. New Orleans, Louisiana

Report on the Financial Statements

We have audited the accompanying financial statements of The Idea Village, Inc. (a nonprofit organization), which comprise the statements of financial position as of June 30, 2019 and 2018, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

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

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of 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 auditors' judgment, including 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. 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 opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of The Idea Village, Inc. as of June 30, 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 Matters

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The accompanying Summary of Compensation, Benefits and Other Payments to Agency Heads is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated, in all material respects, in relation to the financial statements as a whole.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued a report November 18, 2019 on our consideration of The Idea Village, Inc.'s internal control over financial reporting and our tests of its compliance with certain provision of laws, regulations, contracts and grants agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering The Idea Village, Inc.'s internal control over financial reporting and compliance.

November 18, 2019

Wegman Daget & Co

THE IDEA VILLAGE, INC. STATEMENTS OF FINANCIAL POSITION

June 30, 2019 and 2018

	ASSETS	2019	2018
Current assets Cash and cash equivalents Notes receivable, net of allowance Accounts receivable Total current assets Investments		\$ 197,586 50,000 32,295 279,881 200,000	100,000 15,087 482,354
Total assets	LIABILITIES	\$ 479,881	\$ 482,354
Current liabilities Accounts payable and accrued expenses Accrued payroll and related liabilities Other current liabilities Deferred revenue Total current liabilities	ENADIETTES	\$ 8,280 21,530 1,455 31,265	2,212 110,000
	NET ASSETS		
Net assets Without donor restrictions With donor restrictions Total net assets Total liabilities and net assets		448,616 	174,651

THE IDEA VILLAGE, INC. STATEMENT OF ACTIVITIES

For the Year Ended June 30, 2019

	Without Donor Restrictions	With Donor Restrictions	Total
Revenues			
Donations	\$ 930,924	\$ 340,000	\$ 1,270,924
Program fees	4,625	-	4,625
Other revenue	15,307	-	15,307
Net assets released from restrictions	514,651	(514,651)	
Total revenues	1,465,507	(174,651)	1,290,856
Expenses			
Program services			
Fundraising	137,089	-	137,089
Supporting services			
Core activities	951,129	-	951,129
General and administrative	109,667		109,667
Total expenses	1,197,885		1,197,885
Change in net assets	267,622	(174,651)	92,971
Net assets			
Beginning of year	180,994	174,651	355,645
End of year	\$ 448,616	\$ -	\$ 448,616

THE IDEA VILLAGE, INC. STATEMENT OF ACTIVITIES

For the Year Ended June 30, 2018

	Without Donor Restrictions	With Donor Restrictions	Total	
Revenues				
Donations	\$ 453,506	\$ 432,060	\$ 885,566	
Other revenue	11,239	-	11,239	
Net assets released from restrictions	456,525	(456,525)		
Total revenues	921,270	(24,465)	896,805	
Expenses				
Program services				
Fundraising	217,095	-	217,095	
Supporting services				
Core activities	1,305,158	-	1,305,158	
General and administrative	211,062		211,062	
Total expenses	1,733,315		1,733,315	
Change in net assets	(812,045)	(24,465)	(836,510)	
Net assets				
Beginning of year	993,039	199,116	1,192,155	
End of year	\$ 180,994	\$ 174,651	\$ 355,645	

THE IDEA VILLAGE, INC. STATEMENT OF FUNCTIONAL EXPENSES

For the Year Ended June 30, 2019

Programming Services

	Fundraising		Core Activities		General and Administrative		Total Expenses	
Accounting	\$	4,124	\$	30,518	\$	17,698	\$	52,340
Accounting Auto rental	φ	4,124	φ	752	Φ	213	φ	965
		-		132				
Bank service charge		-		110.054		2,052		2,052
Contract labor fees		-		118,054		-		118,054
Events expense		680		255,934		-		256,614
Information technology		87		15,324		7,373		22,784
Insurance		968		8,535		1,550		11,053
In-kind expense		-		148,922		3,000		151,922
Marketing		-		8,242				8,242
Meals and entertainment		849		-		1,018		1,867
Meeting		-		10,533		664		11,197
Office supplies		-		-		414		414
Other expense		-		8,040		13,721		21,761
Parking and tolls		1,364		10,107		2,147		13,618
Payroll service fees		-		-		3,143		3,143
Payroll taxes and employee benefits		18,783		16,266		4,553		39,602
Postage and delivery		278		_		_		278
Printing and reproduction		1,538		4,569		_		6,107
Production		_		10,688		_		10,688
Professional fees		-		-		4,687		4,687
Rent expense		10,297		76,202		16,476		102,975
Salary and wages		95,150		209,443		31,117		335,710
Travel		2,971		19,000		(159)		21,812
Total expenses	\$	137,089	\$	951,129	\$	109,667	\$	1,197,885

THE IDEA VILLAGE, INC. STATEMENT OF FUNCTIONAL EXPENSES

For the Year Ended June 30, 2018

Programming Services

			•		General and		Total		
	Fu	ndraising	Core Activities				E	Expenses	
Accounting	\$	5,011	\$	36,705	\$	20,330	\$	62,046	
Auto rental		-		62		486		548	
Bad debt expense		-		100,000		-		100,000	
Bank service charge		-		-		2,962		2,962	
Contract labor fees		-		65,600		-		65,600	
Depreciation		-		-		674		674	
Events expense		804		228,942		100		229,846	
Information technology		-		47,708		12,960		60,668	
Insurance		1,043		7,721		899		9,663	
In-kind expense		-		160,015		4,557		164,572	
Marketing		-		3,964		90		4,054	
Meals and entertainment		-		-		341		341	
Meeting		-		1,410		691		2,101	
Office supplies		-		26		1,214		1,240	
Other expense		-		924		11,723		12,647	
Parking and tolls		648		4,003		19,417		24,068	
Payroll service fees		-		-		3,619		3,619	
Payroll taxes and employee benefits		21,387		65,598		12,877		99,862	
Postage and delivery		167		-		244		411	
Printing and reproduction		795		3,417		5,007		9,219	
Production		-		2,340		-		2,340	
Professional fees		-		-		25,082		25,082	
Public relations		-		16,828		8,333		25,161	
Rent expense		7,164		54,354		10,803		72,321	
Salary and wages		180,076		500,534		62,508		743,118	
Travel		-		5,007		6,145		11,152	
Total expenses	\$	217,095	\$	1,305,158	\$	211,062	\$	1,733,315	

THE IDEA VILLAGE, INC. STATEMENTS OF CASH FLOWS

For the Years Ended June 30, 2019 and 2018

		2018	
Cash flows from operating activities:			
Change in net assets	\$	92,971	\$ (836,510)
Adjustments to reconcile change in net assets to net cash provided (used) by operating activities:			
Depreciation		-	674
Allowance for uncollectible note receivable		-	100,000
Gain on the disposal of assets		-	(718)
(Increase) decrease in operating assets:			
Receivables		(17,208)	1,521
Other current assets		-	5,551
Increase (decrease) in operating liabilities:			
Accounts payable and accrued expenses		(6,217)	6,242
Deferred revenue		(110,000)	103,300
Accrued payroll and related liabilities		21,530	-
Other current liabilities		(757)	(1,824)
Net cash used by operating activities		(19,681)	(621,764)
Cash flows from investing activities:			
Advances on notes receivable		(50,000)	(100,000)
Proceeds from disposal of assets		-	10,000
Purchase of investments, net		(100,000)	-
Net cash used by investing activities		(150,000)	(90,000)
Net decrease in cash		(169,681)	(711,764)
Cash and cash equivalents at beginning of year		367,267	 1,079,031
Cash and cash equivalents at end of year	\$	197,586	\$ 367,267

For the Years Ended June 30, 2019 and 2018

1) Nature of activities

Founded in 2000, The Idea Village, Inc. (the "The Idea Village") is an independent 501(c)3 nonprofit organization with a mission to identify, support, and retain entrepreneurial talent in New Orleans. The Idea Village helped catalyze an entrepreneurial ecosystem in New Orleans and the surrounding region and is committed to helping start-up companies start and scale. Our accelerator helps local entrepreneurs ignite their startup through mentorship, peer-to-peer learning, educational programming, and access to subsidized pro bono professional services. New Orleans Entrepreneur Week is a free conference to ignite innovation and entrepreneurship in the region.

2) Summary of significant accounting policies

The significant accounting policies followed by The Idea Village are summarized as follows:

(a) <u>Financial statement presentation</u>

The Idea Village's policy is to prepare its financial statements on the accrual basis of accounting, which recognizes all revenues and the related assets when earned and all expenses and the related obligations when incurred.

(b) Contributions

Contributions received are recorded with donor restrictions or without donor restrictions, depending on the existence and nature of any donor restrictions. Support that is not restricted by the donor is reported as an increase in net assets without donor restrictions. All other donor restricted support is reported as an increase in net assets with donor restrictions, depending on the nature of the restriction. 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.

(c) Cash and cash equivalents

All cash-related items having a maturity of three months or less from the original maturity date are classified as cash and cash equivalents.

(d) <u>Accounts receivable</u>

Accounts are considered overdue if uncollected within ninety days of the original invoice. The Idea Village writes off uncollectible accounts as they are identified. No allowance for uncollectible accounts has been provided, as management has evaluated the accounts and believes they are all collectible.

(e) Depreciation of property and equipment

Depreciation of the buildings, equipment, computers, furniture and fixtures, closing cost and leasehold improvements is provided over the estimated useful lives of the respective assets on a straight-line basis ranging from 3 to 39 years.

Property and equipment are stated at cost. Additions, renewals, and betterments that add materially to the productive capacity or extend the life of an asset are capitalized. Expenditures for maintenance and repairs, which do not extend the life of the applicable assets, are charged to expense as incurred. Upon retirement or disposal of an asset, the asset and accumulated depreciation accounts are adjusted accordingly. Any resulting gain or loss is included in the Statement of Activities.

For the Years Ended June 30, 2019 and 2018

2) <u>Summary of significant accounting policies (continued)</u>

(f) Taxes

The Idea Village is exempt from income taxes under Section 501(c)(3) of the U.S. Internal Revenue Code. The Village has filed for and received income tax exemptions in the various jurisdictions where it is required to do so. The Idea Village files Form 990 and Form 990 T tax returns in the U.S. federal jurisdiction and in various states.

The Idea Village adopted the provisions of ASC 740, *Accounting for Uncertainty in Income Taxes*. Management of The Idea Village believes it has no material uncertain tax positions and, accordingly it has not recognized any liability for unrecognized tax benefits. With few exceptions, The Idea Village is no longer subject to U.S. federal, state and local, or income tax examinations by tax authorities for a period of three years from the filing of those returns.

(g) <u>Fundraising</u>

All expenses associate with the fundraising event are expensed as incurred.

(h) Use of estimates

The preparation of financial statements in conformity with U.S. generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent 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.

(i) Concentration of credit risk

Financial instruments that potentially subject The Idea Village to concentrations of credit risk consist principally of cash deposits. The Idea Village may at times have cash on deposit at financial institutions that is in excess of federally insured limits. Accounts at each institution are insured by the Federal Deposit Insurance Corporation (FDIC) up to certain limits. The Idea Village has not experienced any losses in such accounts. The Idea Village has no policy requiring collateral or other security to support its deposits.

(j) Promises to give

Unconditional promises to give are recognized when the donor makes a promise to give. Conditional promises to give are reported as increases in net assets with donor restrictions. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions.

(k) <u>Donated services</u>

Donated services are recognized as contributions if the services create or enhance nonfinancial assets or require specialized skills, are performed by people with those skills, and would otherwise be purchased by The Idea Village.

The Idea Village received volunteer help to provide consulting services to entrepreneurs and other donated services to assist with meeting and event expenses. The estimated value of the contributed services for the years ended June 30, 2019 and 2018 was \$151,922 and \$164,572, respectively.

For the Years Ended June 30, 2019 and 2018

2) Summary of significant accounting policies (continued)

(1) <u>Donated property and equipment</u>

Noncash donations are recorded as contributions at their fair values at the date of donations. Such donations are reported as increases in net assets without donor restrictions unless the donor has restricted the donated asset to a specific purpose.

(m) <u>Functional expenses</u>

The costs of providing the various programs and other activities have been summarized on a functional basis in the statement of activities. Accordingly, certain costs have been allocated among the program and supporting services benefited. General and administrative expenses include those expenses that are not directly identifiable with any other specific function but provide for the overall support and direction of The Idea Village.

3) Restrictions on net assets

The Idea Village operates many initiatives in the New Orleans area to help support entrepreneurs.

Temporarily restricted net assets are available for the following initiatives:

	<u>2019</u>		<u>2018</u>
Idea Pitch Equity Investment	\$	-	\$ 100,000
Innovation and Entrepreneurship in Oil and Gas Industry	<u> </u>		74,651
Total temporarily restricted assets	\$		\$ 174,651

4) Operating lease

The Idea Village entered into a lease agreement effective August 1, 2017 for office space. The lease expires in July 2022, unless terminated early in accordance with the lease agreement. Future minimum rental payments under the lease are as follows:

Year Ending	<u>Amount</u>
2020	\$ 105,832
2021	109,007
2022	112,278
2023	9,379

6) Agency transactions

The Idea Village receives donated or subsidized consulting and legal services from various businesses throughout the year. These services are then passed on to the entrepreneurs. The total amount received during 2019 and 2018 was approximately \$202,000 and \$54,000, respectively.

7) Line of Credit

As of June 30, 2019, pursuant to an agreement with a bank, The Idea Village had available a \$200,000 line of credit, none of which was outstanding at that date.

For the Years Ended June 30, 2019 and 2018

8) <u>Convertible promissory note</u>

On September 16, 2016, The Idea Village entered into an unsecured convertible promissory note for \$100,000 with a company. The note bears interest at 8% and matured March 15, 2018. If on or before maturity the company enters into an agreement to issue and sell its equity securities in a transaction or series of related transactions resulting in aggregate gross proceeds to the company of at least \$2,000,000 then the note will automatically convert into equity securities. As of June 30, 2019, the note receivable has been converted into equity securities.

On August 21, 2017, The Idea Village entered into an unsecured convertible promissory note for \$100,000 with a company. The note bears interest at 8% and matures August 21, 2019. If on or before maturity the company enters into an agreement to issue and sell its equity securities in a transaction or series of related transactions resulting in aggregate gross proceeds to the company of at least \$1,000,000 then the note will automatically convert into equity securities. As of June 30, 2019, the note receivable has been forgiven.

On April 19, 2019, The Idea Village entered into a Simple Agreement for Future Equity ("SAFE") for \$50,000 with a company. If there is an equity financing before the termination of the SAFE, on the initial closing of such equity financing, the SAFE will automatically convert into the greater of: (1) the number of shares of Standard Preferred Stock equal to the Purchase Amount divided by the lowest price per share of the Standard Preferred Stock; or (2) the number of shares of Safe Preferred Stock equal to the Purchase Amount divided by the Safe Price. As of June 30, 2019, the SAFE has not been converted into equity securities.

Total notes receivable net of allowance as of June 30, 2019 and 2018 was \$50,000 and \$100,000, respectively. The allowance for notes receivable at June 30, 2019 and 2018 was \$ - and \$100,000, respectively.

9) Investments

At June 30, 2019, long-term investments consist of \$200,000 of equity securities in two companies.

10) New accounting pronouncements

In February 2016, the FASB issued ASU No. 2016-02, "Leases." This accounting standard requires lessees to recognize assets and liabilities related to lease arrangements longer than 12 months on the statement of financial position as well as additional disclosures. The updated guidance is effective for annual periods beginning after December 15, 2020. The Idea Village is currently assessing the impact of these pronouncements on its financial statements.

FASB has issued ASU No. 2014-09, "Revenue from Contracts with Customers," to update its revenue recognition standard to clarify the principles of recognizing revenue and eliminate industry-specific guidance as well as help financial statement users better understand the nature, amount, timing, and uncertainty of revenue that is recognized. This standard will be effective for periods beginning after December 15, 2018. The Idea Village is currently assessing the impact of these pronouncements on its financial statements

For the Years Ended June 30, 2019 and 2018

11) <u>Liquidity and availability</u>

Financial assets available for general expenditure, that is, without donor or other restrictions limiting their use, within one year of the balance sheet date, comprise the following:

Cash	\$ 197,586
Accounts receivable	32,295
	\$ 229,881

12) <u>Subsequent events</u>

The Idea Village has evaluated subsequent events through the date of the auditors' report, the date which the financial statements were available to be issued. There were no material subsequent events that required recognition or additional disclosure in these financial statements.

JON S. FOLSE LISA D. ENGLADE KERNEY F. CRAFT, JR.



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

Board of Directors The Idea Village, Inc. New Orleans, Louisiana

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 Idea Village, Inc., which comprise the statement of financial position as of June 30, 2019, 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 November 18, 2019.

Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered The Idea Village, Inc.'s internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of The Idea Village, Inc.'s internal control. Accordingly, we do not express an opinion on the effectiveness of The Idea Village, 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 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 Idea Village, Inc.'s financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion.

The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the entity'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 Statue 24:513, this report is distributed by the Legislative Auditor as a public document.

Wegman Daget & Co

November 18, 2019

-15-

THE IDEA VILLAGE, INC. SUMMARY OF COMPENSATION, BENEFITS, AND OTHER PAYMENTS TO AGENCY HEAD

For the Year Ended June 30, 2019

SUMMARY OF COMPENSATION

• No	one of the	e agency	head	's compensation	was derived	d from st	ate and/or	local	assistance
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