



**AUDIT REPORT**

**FINANCIAL AND FEDERAL AWARD  
COMPLIANCE EXAMINATION**

**FOR THE YEAR ENDED SEPTEMBER 30, 2019**

**AYUDA, INC.**

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## **FINANCIAL STATEMENTS**



**FOR THE YEAR ENDED SEPTEMBER 30, 2019  
WITH SUMMARIZED FINANCIAL  
INFORMATION FOR 2018**

**AYUDA, INC.**

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## CPAs & ADVISORS

### INDEPENDENT AUDITOR'S REPORT

To the Board of Directors  
Ayuda, Inc.  
Washington, D.C.

#### Report on the Financial Statements

We have audited the accompanying financial statements of Ayuda, Inc., which comprise the statement of financial position as of September 30, 2019, and the related statements of activities and change in net assets, functional expenses and cash flows for the year 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

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our 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 we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Ayuda, Inc. as of September 30, 2019, and the change in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

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## Report on Summarized Comparative Information

We have previously audited Ayuda, Inc.'s 2018 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated January 23, 2019. In our opinion, the summarized comparative information presented herein as of and for the year ended September 30, 2018, is consistent, in all material respects, with the audited financial statements from which it has been derived.

### Other Matter

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The Schedule of Expenditures of Federal Awards on pages I-(14 - 15), as required by *Title 2 U.S. Code of Federal Regulations (CFR) Part 200, Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* (Uniform Guidance), is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated, in all material respects, in relation to the financial statements as a whole.

### Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated January 22, 2020, on our consideration of Ayuda, Inc.'s internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering Ayuda, Inc.'s internal control over financial reporting and compliance.



January 22, 2020

## AYUDA, INC.

**STATEMENT OF FINANCIAL POSITION  
AS OF SEPTEMBER 30, 2019  
WITH SUMMARIZED FINANCIAL INFORMATION FOR 2018**

**ASSETS**

	<u>2019</u>	<u>2018</u>
<b>CURRENT ASSETS</b>		
Cash and cash equivalents	\$ 1,031,557	\$ 1,085,899
Grants receivable	862,586	635,892
Prepaid expenses	<u>99,335</u>	<u>79,276</u>
Total current assets	<u>1,993,478</u>	<u>1,801,067</u>
<b>FURNITURE, EQUIPMENT AND LEASEHOLD IMPROVEMENTS</b>		
Furniture, equipment and leasehold improvements	130,672	119,351
Less: Accumulated depreciation and amortization	<u>(72,032)</u>	<u>(59,887)</u>
Net furniture, equipment and leasehold improvements	<u>58,640</u>	<u>59,464</u>
<b>OTHER ASSETS</b>		
Deposits	<u>62,517</u>	<u>53,720</u>
<b>TOTAL ASSETS</b>	<b><u>\$ 2,114,635</u></b>	<b><u>\$ 1,914,251</u></b>

**LIABILITIES AND NET ASSETS**

<b>CURRENT LIABILITIES</b>		
Accounts payable and accrued liabilities	\$ 158,351	\$ 130,480
Accrued salaries and other payroll liabilities	195,895	157,036
Deferred rent	50,025	39,778
Deferred revenue	775	25,104
Refundable advances	<u>12,294</u>	<u>-</u>
Total current liabilities	417,340	352,398
<b>LONG-TERM LIABILITIES</b>		
Deferred rent, net of current portion	<u>157,858</u>	<u>151,283</u>
Total liabilities	<u>575,198</u>	<u>503,681</u>
<b>NET ASSETS</b>		
Without donor restrictions	824,177	668,966
With donor restrictions	<u>715,260</u>	<u>741,604</u>
Total net assets	<u>1,539,437</u>	<u>1,410,570</u>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b><u>\$ 2,114,635</u></b>	<b><u>\$ 1,914,251</u></b>

See accompanying notes to financial statements.

## AYUDA, INC.

**STATEMENT OF ACTIVITIES AND CHANGE IN NET ASSETS  
FOR THE YEAR ENDED SEPTEMBER 30, 2019  
WITH SUMMARIZED FINANCIAL INFORMATION FOR 2018**

	2019			2018
	Without Donor Restrictions	With Donor Restrictions	Total	Total
<b>REVENUE AND SUPPORT</b>				
Foundation and state grants	\$ 704,037	\$ 1,258,152	\$ 1,962,189	\$ 1,374,571
Government grants	3,278,882	-	3,278,882	2,698,945
Program service fees	252,503	-	252,503	299,937
In-kind contributions	5,627,298	-	5,627,298	3,252,005
Contributions	236,473	-	236,473	226,939
Indirect contributions	59,074	-	59,074	40,335
Events	177,802	-	177,802	173,275
Net assets released from donor imposed restrictions	<u>1,284,496</u>	<u>(1,284,496)</u>	<u>-</u>	<u>-</u>
Total revenue and support	<u>11,620,565</u>	<u>(26,344)</u>	<u>11,594,221</u>	<u>8,066,007</u>
<b>EXPENSES</b>				
Program Services	<u>10,611,688</u>	<u>-</u>	<u>10,611,688</u>	<u>7,136,152</u>
Supporting Services:				
General and Administrative	564,794	-	564,794	239,817
Fundraising	<u>288,872</u>	<u>-</u>	<u>288,872</u>	<u>332,304</u>
Total supporting services	<u>853,666</u>	<u>-</u>	<u>853,666</u>	<u>572,121</u>
Total expenses	<u>11,465,354</u>	<u>-</u>	<u>11,465,354</u>	<u>7,708,273</u>
Change in net assets	155,211	(26,344)	128,867	357,734
Net assets at beginning of year	<u>668,966</u>	<u>741,604</u>	<u>1,410,570</u>	<u>1,052,836</u>
<b>NET ASSETS AT END OF YEAR</b>	<b><u>\$ 824,177</u></b>	<b><u>\$ 715,260</u></b>	<b><u>\$ 1,539,437</u></b>	<b><u>\$ 1,410,570</u></b>

## AYUDA, INC.

**STATEMENT OF FUNCTIONAL EXPENSES  
FOR THE YEAR ENDED SEPTEMBER 30, 2019  
WITH SUMMARIZED FINANCIAL INFORMATION FOR 2018**

	2019				2018	
	Supporting Services			Total Supporting Services	Total Expenses	Total Expenses
	Program Services	General and Administrative	Fundraising			
Salaries	\$ 2,904,143	\$ 317,972	\$ 144,774	\$ 462,746	\$ 3,366,889	\$ 2,547,292
Fringe benefits and taxes	565,578	76,327	30,220	106,547	672,125	471,855
Travel	36,264	3,202	12,060	15,262	51,526	32,208
Professional services	173,571	6,044	37,928	43,972	217,543	232,190
Accounting/audit	67,597	6,076	4,288	10,364	77,961	60,972
Technology support	67,664	13,278	11,269	24,547	92,211	60,166
Emergency fund	214,686	-	-	-	214,686	159,287
Equipment expense	18,240	3,413	1,072	4,485	22,725	17,021
Supplies	65,675	18,368	5,703	24,071	89,746	56,206
Dues and subscriptions	39,431	2,571	10,780	13,351	52,782	27,451
Interpreter fees	308,710	-	-	-	308,710	263,887
Insurance	26,337	927	1,484	2,411	28,748	23,305
Occupancy	405,178	50,621	17,884	68,505	473,683	373,777
Postage and delivery	15,480	1,996	1,890	3,886	19,366	16,221
Printing and advertising	9,296	1,335	5,129	6,464	15,760	26,679
Telephone, fax and internet	40,408	3,836	2,347	6,183	46,591	34,919
Training and development	31,259	214	1,145	1,359	32,618	18,308
Depreciation and amortization	-	18,259	-	18,259	18,259	14,705
Licenses and permits	3,974	15,131	-	15,131	19,105	8,560
In-kind contributions	5,618,197	9,101	-	9,101	5,627,298	3,252,005
Miscellaneous	-	16,123	899	17,022	17,022	11,259
<b>TOTAL</b>	<b>\$ 10,611,688</b>	<b>\$ 564,794</b>	<b>\$ 288,872</b>	<b>\$ 853,666</b>	<b>\$ 11,465,354</b>	<b>\$ 7,708,273</b>

## AYUDA, INC.

**STATEMENT OF CASH FLOWS  
FOR THE YEAR ENDED SEPTEMBER 30, 2019  
WITH SUMMARIZED FINANCIAL INFORMATION FOR 2018**

	<b>2019</b>	<b>2018</b>
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Change in net assets	\$ 128,867	\$ 357,734
Adjustments to reconcile in net assets to net cash (used) provided by operating activities:		
Depreciation and amortization	18,259	14,705
(Increase) decrease in:		
Grants receivable	(226,694)	(4,019)
Pledges receivable	-	1,250
Prepaid expenses	(20,059)	(28,475)
Deposits	(8,797)	(6,472)
Increase (decrease) in:		
Accounts payable and accrued liabilities	27,871	27,960
Accrued salaries and other payroll liabilities	38,859	100,088
Deferred rent	16,822	8,332
Deferred revenue	(24,329)	25,104
Refundable advances	12,294	-
Net cash (used) provided by operating activities	<u>(36,907)</u>	<u>496,207</u>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Purchase of fixed assets	<u>(17,435)</u>	<u>(40,112)</u>
Net cash used by investing activities	<u>(17,435)</u>	<u>(40,112)</u>
Net (decrease) increase in cash and cash equivalents	(54,342)	456,095
Cash and cash equivalents at beginning of year	<u>1,085,899</u>	<u>629,804</u>
<b>CASH AND CASH EQUIVALENTS AT END OF YEAR</b>	<b><u>\$ 1,031,557</u></b>	<b><u>\$ 1,085,899</u></b>

**AYUDA, INC.**

**NOTES TO FINANCIAL STATEMENTS  
SEPTEMBER 30, 2019**

**1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION**

Organization -

Ayuda, Inc. is a not-for-profit organization, incorporated under the laws of the District of Columbia, providing legal, advocacy, empowerment and educational services that benefit low-income Latino and foreign-born families in the Washington, D.C. metropolitan area. These activities are funded primarily through foundation grants and public contributions.

Basis of presentation -

The accompanying financial statements are presented on the accrual basis of accounting, and in accordance with the Financial Accounting Standards Board (FASB) Accounting Standards Update (ASU) 2016-14, *Presentation of Financial Statements of Not-for-Profit Entities*. The ASU was adopted during the year ended September 30, 2019, and applied retrospectively.

The financial statements include certain prior year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with generally accepted accounting principles. Accordingly, such information should be read in conjunction with Ayuda, Inc.'s financial statements for the year ended September 30, 2018, from which the summarized information was derived.

Cash and cash equivalents -

Ayuda, Inc. considers all cash and other highly liquid investments with initial maturities of three months or less to be cash equivalents.

Bank deposit accounts are insured by the Federal Deposit Insurance Corporation ("FDIC") up to a limit of \$250,000. At times during the year, Ayuda, Inc. maintains cash balances in excess of the FDIC insurance limits. Management believes the risk in these situations to be minimal.

Grants receivable -

Grants receivable are recorded at their net realizable value, which approximates fair value. Management considers all amounts to be fully collectible. Accordingly, an allowance for doubtful accounts has not been established.

Furniture, equipment and leasehold improvements -

Furniture, equipment and leasehold improvements are stated at cost. Furniture and equipment are depreciated on a straight-line basis over the estimated useful life of the related assets, generally five years. Leasehold improvements are amortized over the remaining life of the lease.

Depreciation and amortization expense for the year ended September 30, 2019 totaled \$18,259. Ayuda, Inc. capitalizes all items over \$5,000. The cost of maintenance and repairs is recorded as expenses are incurred.

Income taxes -

Ayuda, Inc. is exempt from Federal income taxes under Section 501(c)(3) of the Internal Revenue Code and is only subject to tax on unrelated business income. Ayuda, Inc. is not a private foundation.

AYUDA, INC.

NOTES TO FINANCIAL STATEMENTS  
SEPTEMBER 30, 2019

1. **SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION**  
(Continued)

Uncertain tax positions -

For the year ended September 30, 2019, Ayuda, Inc. has documented its consideration of FASB ASC 740-10, *Income Taxes*, that provides guidance for reporting uncertainty in income taxes and has determined that no material uncertain tax positions qualify for either recognition or disclosure in the financial statements.

Net asset classification -

Net assets, revenues, gains, and losses are classified based on the existence or absence of donor or grantor imposed restrictions. Accordingly, net assets and changes therein are classified and reported as follows:

- **Net Assets Without Donor Restrictions** - Net assets available for use in general operations and not subject to donor (or certain grantor) restrictions are recorded as net assets without donor restrictions.
- **Net Assets With Donor Restrictions** - Grants and contributions restricted by donors (or certain grantors) are reported as increases in net assets without donor restrictions if the restrictions expire (that is, when a stipulated time restriction ends or purpose restriction is accomplished) in the reporting period in which the revenue is recognized. All other donor-restricted contributions are reported as increases in net assets with donor restrictions, depending on the nature of the restrictions. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the Statement of Activities and Change in Net Assets as net assets released from donor restrictions.

Grants and contributions -

Grants and contributions are recorded as revenue in the year notification is received from the donor. Grants and contributions with donor restrictions are recognized as without donor restrictions only to the extent of actual expenses incurred in compliance with the donor-imposed restrictions and satisfaction of time restrictions. Such funds in excess of expenses incurred are shown as net assets with donor restriction in the accompanying financial statements.

Ayuda, Inc. receives awards under grants and contracts from the U.S. government and other grantors for direct and indirect program costs. This funding is subject to contractual restrictions, which must be met through incurring qualifying expenses for particular programs. Accordingly, such awards are recorded as revenue "without donor restrictions" to the extent that related expenses are incurred in compliance with the criteria stipulated in the grant agreements. Awards received under grants and contracts from the U.S. government and other sources for direct and indirect program costs in advance of incurring the related expenses are recorded as refundable advances.

Grants receivable represents amounts due from funding organizations in accordance with the terms and conditions outlined in grant agreements.

**AYUDA, INC.**

**NOTES TO FINANCIAL STATEMENTS  
SEPTEMBER 30, 2019**

**1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION  
(Continued)**

In-kind contributions -

Ayuda, Inc. receives donated services from attorneys, consultants, graduate students, and health care clinics. The total amount of donated services received for the year ended September 30, 2019 totaled \$5,627,298.

These contributions are reflected in the financial statements as in-kind contributions, recorded at fair value, and charged to the programs benefited.

Use of estimates -

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. Accordingly, actual results could differ from those estimates.

Functional allocation of expenses -

The costs of providing the various programs and other activities have been summarized on a functional basis in the Statement of Activities and Change in Net Assets. Accordingly, certain costs have been allocated among the programs and supporting services benefited. Expenses directly attributed to a specific functional area of Ayuda, Inc. are reported as direct expenses to the programmatic area and those expenses that benefit more than one function are allocated on a basis of estimated time and effort or other reasonable basis.

Reclassification -

Certain amounts in the prior year's financial statements have been reclassified to conform to the current year's presentation. The reclassifications are primarily due to the adoption of ASU 2016-14, as discussed above, which requires two classifications of net assets from the previously presented three classes. Net assets previously classified as of September 30, 2018 as unrestricted net assets in the amount of \$668,966 are now classified as "net assets without donor restrictions". Net assets previously classified as temporarily restricted net assets in the amount of \$741,604 are now classified as "net assets with donor restrictions".

New accounting pronouncements (not yet adopted) -

In May 2014, the FASB issued ASU 2014-09, *Revenue from Contracts with Customers* (Topic 606). This ASU establishes a comprehensive revenue recognition standard for virtually all industries under generally accepted accounting principles in the United States (U.S. GAAP) including those that previously followed industry-specific guidance. The guidance states that an entity should recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. The FASB issued ASU 2015-14 in August 2015 that deferred the effective date of ASU 2014-09 by one year; thus, the effective date is for fiscal years beginning after December 15, 2018. Early adoption is permitted. Ayuda, Inc. has not yet selected a transition method and is currently evaluating the effect that the updated standard will have on its financial statements.

AYUDA, INC.

NOTES TO FINANCIAL STATEMENTS  
SEPTEMBER 30, 2019

1. **SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION**  
(Continued)

New accounting pronouncements (not yet adopted) (continued) -

In June 2018, the FASB issued ASU 2018-08, Not-for-Profit Entities (Topic 958): *Clarifying the Scope and Accounting Guidance for Contributions Received and Contributions Made*, which is intended to clarify and improve current guidance about whether a transfer of assets is an exchange transaction or a contribution. The amendments in this ASU provide a more robust framework to determine when a transaction should be accounted for as a contribution under Subtopic 958-605 or as an exchange transaction accounted for under other guidance (for example, Topic 606). The amendments also provide additional guidance about how to determine whether a contribution is conditional or unconditional. The amendments in this ASU could result in more grants and contracts being accounted for as contributions than under previous GAAP. The ASU recommends application on a modified prospective basis; however, retrospective application is permitted. Ayuda, Inc. has not yet decided on a transition method. This ASU is effective for fiscal years beginning after December 15, 2018.

In 2016, the FASB issued ASU 2016-02, *Leases* (Topic 842). The ASU changes the accounting treatment for operating leases by recognizing a lease asset and lease liability at the present value of the lease payments in the Statement of Financial Position and disclosing key information about leasing arrangements. The ASU is effective for private entities beginning after December 15, 2020. Early adoption is permitted. The ASU should be applied at the beginning of the earliest period presented using a modified retrospective approach.

Ayuda, Inc. plans to adopt the new ASUs at the respective required implementation dates.

2. **LINE OF CREDIT**

Ayuda, Inc. has a \$300,000 bank line of credit, which matures March 8, 2020. Amounts borrowed under this agreement bear interest at the bank's prime rate (5% at September 30, 2019). There was no outstanding balance on this line of credit as of September 30, 2019. The line is secured by cash held in accounts at the same financial institutions.

3. **NET ASSETS WITH DONOR RESTRICTIONS**

Net assets with donor restrictions consist of the following at September 30, 2019:

Program Services	\$ 517,721
General Support - Time Restricted	<u>197,539</u>
<b>TOTAL NET ASSETS WITH DONOR RESTRICTIONS</b>	<b><u>\$ 715,260</u></b>

4. **NET ASSETS RELEASED FROM RESTRICTIONS**

The following net assets with donor restrictions were released from donor-imposed restrictions by incurring expenses or by the passage of time, which satisfied the restricted purposes specified by the donors:

Program Services	\$ 614,256
General Support - Passage of Time	<u>670,240</u>
<b>TOTAL NET ASSETS RELEASED FROM RESTRICTIONS</b>	<b><u>\$ 1,284,496</u></b>

**AYUDA, INC.**

**NOTES TO FINANCIAL STATEMENTS  
SEPTEMBER 30, 2019**

**5. LIQUIDITY AND AVAILABILITY**

Financial assets available for use for general expenditures within one year of the Statement of Financial Position date comprise the following:

Cash and cash equivalents	\$ 1,031,557
Grants receivable	<u>862,586</u>

Subtotal financial assets available within one year	1,894,143
Less: Donor restricted funds	<u>(517,721)</u>

<b>FINANCIAL ASSETS AVAILABLE TO MEET CASH NEEDS FOR GENERAL EXPENDITURES WITHIN ONE YEAR</b>	<b><u>\$ 1,376,422</u></b>
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Ayuda, Inc. has a policy to structure its financial assets to be available and liquid as its obligations become due. As of September 30, 2019, Ayuda, Inc. has financial assets equal to approximately three months of operating expenses. In addition, Ayuda, Inc. has a line of credit agreement (as further discussed in Note 2) which allows for additional available borrowings up to \$300,000.

**6. LEASE COMMITMENTS**

Ayuda, Inc. entered into a ten-year lease agreement, commencing August 7, 2011, for its Takoma Park, D.C. office. Base rent starts with monthly installments of \$12,104, plus its share of operating expenses, and increases by 4% each anniversary date.

During 2017, Ayuda, Inc. entered into a five-year lease agreement, commencing April 2017, for office space in Washington, D.C. Base rent starts with monthly installments of \$3,448, plus its share of operating expenses, and increases by 4% each anniversary date. Ayuda, Inc. received two months of rent abatement at the beginning of the lease.

During 2018, Ayuda, Inc. entered into a seven-year lease agreement, commencing May 2018, for office space in Fairfax, Virginia. Base rent starts with monthly installments of \$5,892, plus its share of operating expenses, and increases by 4% each anniversary date. Ayuda, Inc. received nine months of a 50% rent abatement at the beginning of the lease.

During 2019, Ayuda, Inc. entered into a 89-month lease agreement, commencing February 2019, for office space in Silver Spring, Maryland. Base rent starts with monthly installments of \$8,798, plus its share of operating expenses, and increases by 4% each anniversary date. Ayuda, Inc. received an allowance for improvements to the new space. The value of these improvements totaled \$20,700 and have been recorded as an asset and as a deferred rent liability and are being amortized over the life of the related lease.

Accounting principles generally accepted in the United States of America require that the total rent commitment should be recognized on a straight-line basis over the term of the lease. Accordingly, the difference between the actual monthly payments and the occupancy expense being recognized for financial statement purposes is recorded as a deferred rent liability in the accompanying Statement of Financial Position.

Occupancy expense for the year ended September 30, 2019 totaled \$473,683. The deferred rent liability was \$207,883 at September 30, 2019.

**AYUDA, INC.**

**NOTES TO FINANCIAL STATEMENTS  
SEPTEMBER 30, 2019**

**6. LEASE COMMITMENTS (Continued)**

At September 30, 2019, the future minimum lease payments under these lease agreements are as follows:

<u>Year Ending September 30,</u>	<u>Amount</u>
2020	\$ 525,707
2021	508,705
2022	320,728
2023	281,332
2024	290,593
Thereafter	<u>402,580</u>
	<b><u>\$ 2,329,645</u></b>

**7. CONTINGENCY**

Ayuda, Inc. receives grants from various agencies of the United States Government. Such grants are subject to audit under the provisions of *Title 2 U.S. Code of Federal Regulations (CFR) Part 200 Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards*. The ultimate determination of amounts received under the United States Government grants is based upon the allowance of costs reported to and accepted by the United States Government as a result of the audits.

Audits in accordance with the applicable provisions have been completed for all required fiscal years through 2019. Until such audits have been accepted by the United States Government, there exists a contingency to refund any amount received in excess of allowable costs. Management is of the opinion that no material liability will result from such audits.

**8. RETIREMENT PLAN**

Ayuda, Inc. offers a retirement benefit plan through a qualified 403(b) tax-deferred annuity plan covering all eligible employees. Under the Plan, Ayuda, Inc. deducts a percentage for the employee's income each pay period, up to the legally allowed limit per the employee's election. Starting in 2017, the Plan permits contributions by the employer. Ayuda, Inc. contributed a 3% match. Contributions to the Plan during the year ended September 30, 2019 totaled \$77,501, and is included in fringe benefits and taxes in the accompanying Statement of Functional Expenses.

**9. SUBSEQUENT EVENTS**

In preparing these financial statements, Ayuda, Inc. has evaluated events and transactions for potential recognition or disclosure through January 22, 2020, the date the financial statements were issued.

## **SUPPLEMENTAL INFORMATION**

## AYUDA, INC.

**SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS  
FOR THE YEAR ENDED SEPTEMBER 30, 2019**

<u>Federal Grantor/Pass-Through Grantor / Program or Cluster Title</u>	<u>Federal CFDA Number</u>	<u>Pass-Through Entity Identifying Number</u>	<u>Passed-Through to Subrecipients</u>	<u>Total Federal Expenditures</u>
<b>Department of Justice</b>				
Office of Violence Against Women - Culturally Specific Services for Low-Income Immigrant Survivors of Sexual Assault, Domestic Violence, Dating Violence and Stalking	16.016	N/A	\$ -	\$ 189,108
Commonwealth of Virginia - Comprehensive Advocacy and Legal Services	16.575	2016-VA-GX-0039	-	74,336
Government of the District of Columbia, Office of Victims Services and Justice - Victim Services Interpreter Bank	16.575	2019-VOCA-02	-	330,925
Government of the District of Columbia, Office of Victims Services and Justice - Crime Victims Program	16.575	2019-VOCA-05	-	198,786
Maryland Governor's Office of Crime Control and Prevention - Victims of Crime Assistance	16.575	VOCA-2018-0100	-	937,608
<b>Subtotal 16.575</b>			<u>-</u>	<u>1,541,655</u>
Government of the District of Columbia, Office of Victims Services and Justice - Domestic Violence and Sexual Assault Program	16.588	2019-VAWA-001	-	298,204
Commonwealth of Virginia - Domestic Violence and Sexual Assault Program	16.588	2017-WF-AX-0013	-	8,125
Commonwealth of Virginia - Domestic Violence and Sexual Assault Program	16.588	2018-WF-AX-0056	-	27,879
<b>Subtotal 16.588</b>			<u>-</u>	<u>334,208</u>
Office of Violence Against Women - Culturally Specific Services for Low-Income Immigrant Survivors of Sexual Assault	16.023	N/A	-	121,797
Office of Victims of Crime - Specialized Services for Victims of Human Trafficking	16.320	N/A	-	172,740
Office of Violence Against Women - Legal Assistance for Immigrant Victims Program	16.524	N/A	-	323,275
Office of Violence Against Women - Legal Assistance for Immigrant Victims Program	16.524	N/A	-	199,879
<b>Subtotal 16.524</b>			<u>-</u>	<u>523,154</u>
Equal Justice Works - Crime Victims Justice Corps Legal Fellowship Program	16.582	2018-CVJC-004	-	50,276
<b>Total Department of Justice</b>			<u>-</u>	<u>2,932,938</u>

AYUDA, INC.

SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS  
FOR THE YEAR ENDED SEPTEMBER 30, 2019

Federal Grantor/Pass-Through Grantor / Program or Cluster Title	Federal CFDA Number	Pass-Through Entity Identifying Number	Passed- Through to Subrecipients	Total Federal Expenditures
<b>Department of Health and Human Services</b>				
US Committee for Refugees and Immigrants - Trafficking Victim Assistance Program	93.598	90ZV0123	\$ -	\$ 261,146
Vera Institute of Justice, Inc. - Unaccompanied Children Legal Services Project	93.676	HHSP233201500045C	-	40,226
<b>Total Department of Health and Human Services</b>			<b>-</b>	<b>301,372</b>
Maryland Governor's Office of Crime Control and Prevention - Culturally Specific Legal Services for Immigrant Victims of Crime	N/A	LSCV-2019-0007	-	8,000
<b>TOTAL EXPENDITURES OF FEDERAL AWARDS</b>			<b>\$ -</b>	<b>\$ 3,242,310</b>

**Note 1. Basis of Presentation**

The accompanying Schedule of Expenditures of Federal Awards (the Schedule) includes the Federal award activity of Ayuda, Inc. under programs of the Federal government for the year ended September 30, 2019. 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 Ayuda, Inc., it is not intended to and does not present the financial position, changes in net assets or cash flows of Ayuda, 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. Ayuda, Inc., has elected not to use the 10-percent de minimis indirect cost rate as allowed under the Uniform Guidance.

**Note 3. Reconciliation of Financial Statements to the Schedule of Expenditures of Federal Awards**

Government grants per the Statement of Activities and Change in Net Assets	\$ 3,278,882
Less: Admin fees	<u>(36,572)</u>
<b>TOTAL EXPENDITURES OF FEDERAL AWARDS</b>	<b>\$ <u>3,242,310</u></b>

AYUDA, INC.

SCHEDULE OF FINDINGS AND QUESTIONED COSTS  
FOR THE YEAR ENDED SEPTEMBER 30, 2019

Section I - Summary of Auditor's Results

Financial Statements

1). Type of auditor's report issued on whether the financial statements audited were prepared in accordance with GAAP on the accrual basis of accounting:

Unmodified

2). Internal control over financial reporting:

• Material weakness(es) identified?

Yes  No

• Significant deficiency(ies) identified?

Yes  None Reported

3). Noncompliance material to financial statements noted?

Yes  No

Federal Awards

4). Internal control over major federal programs:

• Material weakness(es) identified?

Yes  No

• Significant deficiency(ies) identified?

Yes  None Reported

5). Type of auditor's report issued on compliance for major federal programs:

Unmodified

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

Yes  No

7). Identification of major federal programs:

<u>CFDA Number</u>	<u>Name of Federal Program or Cluster</u>
16.575	Crime Victim Assistance
93.598	Trafficking Victim Assistance Program

8). Dollar threshold used to distinguish between Type A and Type B programs:

\$750,000

9). Auditee qualified as a low-risk auditee?

X Yes     No

**AYUDA, INC.**

**SCHEDULE OF FINDINGS AND QUESTIONED COSTS  
FOR THE YEAR ENDED SEPTEMBER 30, 2019**

**Section II - Financial Statement Findings**

There were no reportable findings.

**Section III - Federal Award Findings and Questioned Costs (2 CFR 200.516(a))**

There were no reportable findings.



CPAs & ADVISORS

**REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND  
OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN  
ACCORDANCE WITH GOVERNMENT AUDITING STANDARDS**

**Independent Auditor's Report**

To the Board of Directors  
Ayuda, Inc.  
Washington, D.C.

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 Ayuda, Inc. as of and for the year ended September 30, 2019, and the related notes to the financial statements, which collectively comprise Ayuda, Inc.'s basic financial statements, and have issued our report thereon dated January 22, 2020.

**Internal Control Over Financial Reporting**

In planning and performing our audit of the financial statements, we considered Ayuda, 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 opinions on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of Ayuda, Inc.'s internal control. Accordingly, we do not express an opinion on the effectiveness of Ayuda, 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 Ayuda, 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.

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.

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MEMBER OF CPAMERICA INTERNATIONAL, AN AFFILIATE OF CROWE GLOBAL  
MEMBER OF THE AMERICAN INSTITUTE OF CERTIFIED PUBLIC ACCOUNTANTS' PRIVATE COMPANIES PRACTICE SECTION

## Compliance and Other Matters

As part of obtaining reasonable assurance about whether Ayuda, 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.

A handwritten signature in cursive script that reads "Gelman Rosenberg & Friedman".

January 22, 2020



## CPAs & ADVISORS

### **REPORT ON COMPLIANCE FOR EACH MAJOR FEDERAL PROGRAM AND REPORT ON INTERNAL CONTROL OVER COMPLIANCE REQUIRED BY TITLE 2 U.S. CODE OF FEDERAL REGULATIONS (CFR) PART 200, UNIFORM ADMINISTRATIVE REQUIREMENTS, COST PRINCIPLES, AND AUDIT REQUIREMENTS FOR FEDERAL AWARDS (UNIFORM GUIDANCE)**

#### **Independent Auditor's Report**

To the Board of Directors  
Ayuda, Inc.  
Washington, D.C.

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

We have audited Ayuda, Inc.'s compliance with the types of compliance requirements described in the *OMB Compliance Supplement* that could have a direct and material effect on each of Ayuda, Inc.'s major Federal programs for the year ended September 30, 2019. Ayuda, Inc.'s major Federal programs are identified in the summary of auditor's results section of the accompanying Schedule of Findings and Questioned Costs.

#### **Management's Responsibility**

Management is responsible for compliance with the federal statutes, regulations, and the terms and conditions of its federal awards applicable to its Federal programs.

#### **Auditor's Responsibility**

Our responsibility is to express an opinion on compliance for each of Ayuda, Inc.'s major Federal programs based on our audit of the types of compliance requirements referred to above. We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States; and the audit requirements of *Title 2 U.S. Code of Federal Regulations Part 200, Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards* (Uniform Guidance). Those standards and the Uniform Guidance require that we plan and perform the audit to obtain reasonable assurance about whether noncompliance with the types of compliance requirements referred to above that could have a direct and material effect on a major Federal program occurred. An audit includes examining, on a test basis, evidence about Ayuda, Inc.'s compliance with those requirements and performing such other procedures as we considered necessary in the circumstances.

We believe that our audit provides a reasonable basis for our opinion on compliance for each major Federal program. However, our audit does not provide a legal determination of Ayuda, Inc.'s compliance.

#### **Opinion on Each Major Federal Program**

In our opinion, Ayuda, 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 September 30, 2019.

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## Report on Internal Control Over Compliance

Management of Ayuda, Inc. is responsible for establishing and maintaining effective internal control over compliance with the types of compliance requirements referred to above. In planning and performing our audit of compliance, we considered Ayuda, Inc.'s internal control over compliance with the types of requirements that could have a direct and material effect on each major federal program to determine the auditing procedures that are appropriate in the circumstances for the purpose of expressing an opinion on compliance for each major Federal program and to test and report on internal control over compliance in accordance with the Uniform Guidance, but not for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, we do not express an opinion on the effectiveness of Ayuda, Inc.'s internal control over compliance.

*A deficiency in internal control over compliance* exists when the design or operation of a control over compliance does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, noncompliance with a type of compliance requirement of a federal program on a timely basis. A *material weakness in internal control over compliance* is a deficiency, or 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 first paragraph of this section and was not designed to identify all deficiencies in internal control over compliance that might be material weaknesses or significant deficiencies. We did not identify any deficiencies in internal control over compliance that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

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



January 22, 2020