

Financial Statements

NorthPoint Health & Wellness Center Inc.

Minneapolis, Minnesota

For the years ended December 31, 2021 and 2020



Scottsdale Office

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INDEPENDENT AUDITOR'S REPORT

Board of Directors NorthPoint Health & Wellness Center Inc. Minneapolis, Minnesota

Opinion

We have audited the accompanying financial statements of NorthPoint Health & Wellness Center Inc. (a nonprofit organization), which comprise the statements of financial position as of December 31, 2021 and 2020, and the related statements of activities, functional expenses and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of NorthPoint Health & Wellness Center Inc. as of December 31, 2021 and 2020, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our 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. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of NorthPoint Health & Wellness Center Inc. and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

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

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

Auditor's Responsibilities for the Audit of the Financial Statements

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

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

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

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

Supplementary Information

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

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated November 14, 2022, on our consideration of NorthPoint Health & Wellness Center Inc.'s internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of NorthPoint Health & Wellness Center Inc.'s internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering NorthPoint Health & Wellness Center Inc.'s internal control over financial reporting and compliance. P

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Minneapolis, Minnesota November 14, 2022



FINANCIAL STATEMENTS

Statements of Financial Position December 31, 2021 and 2020

	2021	2020
Assets		
Current Assets		
Cash and cash equivalents	\$ 1,717,199	\$ 2,356,069
Investments	209,238	182,469
Accounts receivable	1,885,686	851,536
Grants and pledges receivable	205,373	71,723
Employee receivable	351	131
Prepaid expenses	71,139	90,570
Inventory	56,378	67,391
Total Current Assets	4,145,364	3,619,889
Fixed Assets		
Building	1,565,491	1,565,491
Vehicles	150,178	158,321
Computer and related equipment	8,464	8,464
Total Fixed Assets	1,724,133	1,732,276
Less: Accumulated Depreciation	(259,319)	(199,279)
Fixed Assets, Net	1,464,814	1,532,997
Total Assets	\$ 5,610,178	\$ 5,152,886
Liabilities and Net Assets		
Current Liabilities		
Accounts payable	\$ 102,926	\$ 148,276
Accrued expenses	212,951	235,663
Deferred revenue	34,892	21,760
Paycheck Protection Program note payable, current portion	· -	399,540
Total Current Liabilities	350,769	805,239
Paycheck Protection Program note payable, net of current portion		100,771
Total Liabilities	350,769	906,010
Net Assets		
Without donor restrictions	3,847,918	3,689,495
With donor restrictions	1,411,491	557,381
Total Net Assets	5,259,409	4,246,876
Total Liabilities and Net Assets	\$ 5,610,178	\$ 5,152,886

Statements of Activities

For the Year Ended December 31, 2021

(With Comparative Totals for the Year Ended December 31, 2020)

Support and Revenue	Without Donor Restriction	With Donor Restriction	2021 Total	2020 Total
Support Hennepin County Other government grants Foundations and corporations United Way donations	\$ 3,362,788 3,158,957 628,012 106,589	\$ - 1,353,412	\$ 3,362,788 3,158,957 1,981,424 106,589	\$ 3,925,468 1,930,701 1,016,665 126,619
Individual contributions In-kind donations Total Support	203,146 2,202,260 9,661,752	47,045 	250,191 2,202,260 11,062,209	307,194 2,182,206 9,488,853
Revenue Chemical dependancy Investment income Rents and reimbursements Other Total Revenue	2,807 28,164 3,456 2,700 37,127	- - - - -	2,807 28,164 3,456 2,700 37,127	68,365 11,897 7,808 80 88,150
Net Assets Released from Restrictions	546,347	(546,347)		
Total Support and Revenue	10,245,226	854,110	11,099,336	9,577,003
Expenses Program Services Family and community services Community outreach Total Program Services	5,670,484 3,257,903 8,928,387	- - - -	5,670,484 3,257,903 8,928,387	4,646,627 3,525,324 8,171,951
Supporting Activities Management and general Fundraising Total Supporting Activities	619,503 538,913 1,158,416	- - -	619,503 538,913 1,158,416	708,223 441,503 1,149,726
Total Expenses	10,086,803		10,086,803	9,321,677
Change in Net Assets	158,423	854,110	1,012,533	255,326
Net Assets, Beginning of Year	3,689,495	557,381	4,246,876	3,991,550
Net Assets, End of Year	\$ 3,847,918	\$ 1,411,491	\$ 5,259,409	\$ 4,246,876

Statements of Activities (Continued) For the Year Ended December 31, 2020

	Without Donor Restrictions	With Donor Restrictions	Total
Support and Revenue	Restrictions	Restrictions	Total
Support			
Hennepin County	\$ 3,925,468	\$ -	\$ 3,925,468
Other government grants	1,930,701	-	1,930,701
Foundations and corporations	454,665	562,000	1,016,665
United Way donations	126,619	-	126,619
Individual contributions	307,194	-	307,194
In-kind donations	2,182,206	-	2,182,206
Total Support	8,926,853	562,000	9,488,853
Revenue			
Chemical dependancy	68,365	-	68,365
Investment income	11,897	-	11,897
Rents and reimbursements	7,808	-	7,808
Other Revenue	80	<u> </u>	80
Total Revenue	88,150		88,150
Net Assets Released from Restrictions	758,491	(758,491)	
Total Support and Revenue	9,773,494	(196,491)	9,577,003
Expenses			
Program Services			
Family and community services	4,646,627	-	4,646,627
Community outreach	3,525,324		3,525,324
Total Program Services	8,171,951		8,171,951
Supporting Activities			
Management and general	708,223	-	708,223
Fundraising	441,503	-	441,503
Total Supporting Activities	1,149,726		1,149,726
Total Expenses	9,321,677		9,321,677
Change in Net Assets	451,817	(196,491)	255,326
Net Assets, Beginning of Year	3,237,678	753,872	3,991,550
Net Assets, End of Year	\$ 3,689,495	\$ 557,381	\$ 4,246,876

Statements of Functional Expenses For the Year Ended December 31, 2021

(With Comparative Totals for the Year Ended December 31, 2020)

	Program Services			9	Supporting Services			
	Family & Community Services	Community Outreach	Total Program Services	Management and General	Fundraising	Total Supporting Services	2021 Total	2020 Total
Salaries and Related Expenses Professional Fees	\$ 3,259,913	\$ 617,475	\$ 3,877,388	\$ 350,353 47,504	\$ 303,854 -	\$ 654,207 47,504	\$ 4,531,595 47,504	\$ 4,483,860 35,455
Food Shelf	48,829	2,340,997	2,389,826	-	107.056	-	2,389,826	2,309,278
Contracted Services	378,246	35,729	413,975	95,445	197,056	292,501	706,476	657,251
Insurance	21,853	16,980	38,833	32,367	337	32,704	71,537	54,251
Occupancy	2,684	82,164	84,848	2,522	81	2,603	87,451	140,483
Telephone and Communications	18,404	4,042	22,446	1,398	845	2,243	24,689	21,544
Vehicle Expenses	6,376	9,561	15,937	3,419	3	3,422	19,359	22,158
Program Supplies and Client Support	1,838,682	100,473	1,939,155	31,355	12,056	43,411	1,982,566	1,410,777
Depreciation	31,234	35,021	66,255	7,972	951	8,923	75,178	68,664
Advertising	16,752	3,440	20,192	2,502	18,004	20,506	40,698	21,246
Other Operating Expenses	34,775	8,237	43,012	11,945	5,154	17,099	60,111	54,778
Employee Training	12,736	3,784	16,520	31,772	572	32,344	48,864	38,582
Other	-		-	949		949	949	3,350
Total Expenses	\$ 5,670,484	\$ 3,257,903	\$ 8,928,387	\$ 619,503	\$ 538,913	\$ 1,158,416	\$ 10,086,803	\$ 9,321,677

NorthPoint Health & Wellness Center Inc. Statements of Functional Expenses (Continued)

For the Year Ended December 31, 2020

	Program Services			9			
	Family & Community Services	Community Outreach	Total Program Services	Management and General	Fundraising	Total Supporting Services	Total
Salaries and Related Expenses	\$ 3,090,328	\$ 679,986	\$ 3,770,314	\$ 516,596	\$ 196,950	\$ 713,546	\$ 4,483,860
Professional Fees	-	-	-	35,455	-	35,455	35,455
Food Shelf	-	2,309,278	2,309,278	-	-	-	2,309,278
Contracted Services	226,447	158,709	385,156	59,517	212,578	272,095	657,251
Insurance	22,348	12,865	35,213	18,736	302	19,038	54,251
Occupancy	19,924	118,231	138,155	2,176	152	2,328	140,483
Telephone and Communications	13,928	5,400	19,328	1,675	541	2,216	21,544
Vehicle Expenses	10,668	11,375	22,043	115	-	115	22,158
Program Supplies and Client Support	1,172,530	184,851	1,357,381	30,600	22,796	53,396	1,410,777
Depreciation	31,234	27,517	58,751	8,961	952	9,913	68,664
Advertising	15,817	718	16,535	1,370	3,341	4,711	21,246
Other Operating Expenses	32,106	10,813	42,919	8,702	3,157	11,859	54,778
Employee Training	11,293	5,581	16,874	20,975	733	21,708	38,582
Miscellaneous	4		4	3,345	1	3,346	3,350
Total Expenses	\$ 4,646,627	\$ 3,525,324	\$ 8,171,951	\$ 708,223	\$ 441,503	\$ 1,149,726	\$ 9,321,677

Statements of Cash Flows

For the Years Ended December 31, 2021 and 2020

	 2021		2020
Cash Flows from Operating Activities	_		_
Change in net assets	\$ 1,012,533	\$	255,326
Adjustments to reconcile change in net assets			
to net cash provided (used) by operating activities:			
Depreciation expense	75,178		68,664
Unrealized gain on investments	(14,218)		(2,054)
Changes in current assets and liabilities			
Accounts receivable	(1,034,150)		(146,512)
Grants receivable	(133,650)		200,777
Employee receivable	(220)		8,611
Prepaid expenses	19,431		(66,916)
Inventory	11,013		(18,490)
Accounts payable	(45,350)		33,116
Accrued expenses	(22,712)		96,857
Deferred revenue	 13,132		9,089
Net Cash Provided (Used) by Operating Activities	 (119,013)		438,468
Cash Flows from Investing Activities			
Purchase of furniture and equipment	(6,995)		(71,188)
Purchase of investments	(12,551)		(7,057)
Net Cash Used by Investing Activities	(19,546)		(78,245)
Cash Flows from Financing Activities			
Payments made on Paycheck Protection Program note payable	(500,311)		_
Proceeds from Paycheck Protection Program note payable	(300,311)		500,311
Cash Provided (Used) by Financing Activities	 (500,311)	-	500,311
oush i rovided (osed) by i manding Activities	(300,311)	-	300,311
Net Increase (Decrease) in Cash and Cash Equivalents	(638,870)		860,534
Cash and Cash Equivalents, Beginning of Year	 2,356,069		1,495,535
Cash and Cash Equivalents, End of Year	\$ 1,717,199	\$	2,356,069
Supplemental Disclosure of Cash Flow Information			
Cash paid during the year for:			
Interest paid	\$ 946	\$	3,345

Noncash Investing Activity

Notes to the Financial Statements December 31, 2021 and 2020

Note 1: Summary of Significant Accounting Policies

A. Nature of Activities

NorthPoint Health & Wellness Center Inc. (the Organization) is a 501(c)(3) nonprofit incorporated in 2003 with the establishment of a Community Board comprised of 51% consumers and other community stakeholders. The Board entered into a co-applicant agreement with Hennepin County to oversee the operations and health outcomes of the clinic. Subsequently, the board merged with Pilot City Neighborhood Services Center in July 2004 and the net assets and operations transferred to the Community Board of Directors. The Community Board has the responsibility of providing leadership for strategic, operational and programmatic direction of both the clinic (Hennepin County) and human services (NPI). This unique partnership between Hennepin County and the Community Board allows for co-ownership of resources and assets within the community.

The Organization's mission is "partnering to create a healthier community". The Organization is focused on communal wholeness, health and wellness, strengths, possibilities and hope for the North Minneapolis community. The Organization's vision is to set a standard of excellence in providing culturally responsive, integrated, holistic primary health and social services that strengthens our community and the lives of the people we serve. The Organization accomplishes this through an integrated health and human services model. From addressing basic needs like food and housing, to fostering self-reliance through job readiness and youth development programs, our approach to working with clients is culturally appropriate, trauma-informed, and respectful. In 2021, NorthPoint Inc. served individuals and families through the following programs:

- Community Food Shelf: Over 800 families per month receive nutritious food from our Food Shelf. Families are eligible to receive approximately a weeks' worth of food each month. The Food Shelf also serves as a point of referral and access to all of the health and wellness services available on the NorthPoint campus.
- **Mobile Food Program:** Northpoint's Mobile Food Marketplace Program brings healthy nutritious foods, directly to more than 90 low-income senior households per month who live in various public housing sites in Minneapolis.
- Intake & Advocacy: Client advocacy support, provides information and liaison assistance to individuals and
 families facing an immediate crisis. In-take Navigators also provide resources and help leverage other community
 resources to assist in the prevention of future crises.
- Youth Programs: NorthPoint operates three unique programs designed to empower youth and help them to reach
 their full potential. The BE@School Program provides education and support service to school age youth and their
 families to increase school attendance; the Nia Program provides trauma-based service for black male youth,
 primarily 12-17 who have been involved with the Juvenile Probation system; and our newest program Community
 Resource Navigation serves youth/young adults (17-24) who have also been involved with the Juvenile Probation
 system.
- Housing Eviction Prevention Services: NorthPoint's Housing Support and Eviction Prevention Programs are
 designed to assist residents of Hennepin County facing housing challenges avoid eviction through a variety of
 services that help residents maintained safe and stable housing.
- Community Health Outreach: High-risk populations benefit from health outreach provided by NorthPoint's
 Community Health Workers. Activities include preventative and oral health screenings for children, breast and
 cervical cancer screening for women of color, prostate and colorectal cancer education and screenings, along
 with SNAP and Health Insurance enrollment.
- Integrated Care for High Risk Pregnancies (ICHRP), is designed to increase and improve access to high-quality, culturally-responsive care for pregnant and postpartum African American women; and raise awareness of birth options within the African American community.
- **Community Engagement:** NorthPoint staff and volunteers' partner with local businesses and nonprofits to distribute back to school supplies, conduct a Toys for Tots cam.

Notes to the Financial Statements December 31, 2021 and 2020

Note 1: Summary of Significant Accounting Policies (Continued)

A. Nature of Activities (Continued)

Family Empowerment Programs work to eliminate barriers to family stability via workforce development and economic development programming. Programs equip individuals and families with the tools to shift from short-term, crisis-driven behaviors and attitudes to those that embrace and plan for long-term stable futures. Programs include:

- The African American Men Project, which supports adult men facing multiple barriers to becoming healthier and self-reliant through education, housing, employment, physical and mental health services.
- Project Launch leverages NorthPoint's existing relationships with justice-involved youth and adults to provide hard-to-employ individuals with work experience and soft skills training through paid internships at NorthPoint.
- On Point, which provides employment readiness and job search support including GED/high school completion, degree attainment, and career placement.
- **Gateway,** which provides support to families with children in navigating the complex pathways to services to promote self-sufficiency and increase family strength.
- Project L.I.F.E., a proven approach to help reduce violence in vulnerable communities by joining together
 community members, with law enforcement and social service providers to deliver an anti-violence message.
- **Domestic Violence and Prevention** is two distinct programs; one that provide support for current criminal court involved domestic perpetrators, and a second program that provides community-based resources for families to assist with domestic issues before they rise to the level of justice system intervention.
- **Preschool Development** is an early childhood development program that focuses on creating early childhood resource hubs for families located in Hennepin County that are pregnant or parenting infants or toddlers.

Systems Change: To change the systems that perpetuate the status quo of racial disparities, NorthPoint addresses policy, systems and environmental change on the local and state level. NorthPoint's current coalitions and partnerships to promote systems change include:

- Breathe Free North, a project seeks to reduce the influence of tobacco products in the community. Coalition
 members are working to increase the number of smoke-free multi-family housing units in North Minneapolis and
 reduce the number of stores that target youth with single cigarettes and other tobacco products.
- The Northside Fresh. Coalition, a community-based partnership born as a NorthPoint project in 2010 and currently incubated by nonprofit Appetite for Change. The coalition uses food as a pathway toward community well-being, economic and social justice.
- The Penn-Plymouth Partnership, a new partnership involving landowners at the Penn & Plymouth intersection including businesses, government, and nonprofits. The partnership exists to maximize community benefit from planned public and private investments in the area over the next 2-3 years.
- Whole Family Systems, a community and governmental coalition of organizations, advocates and community
 members focused on increasing protective factors for parents and children.

Notes to the Financial Statements December 31, 2021 and 2020

Note 1: Summary of Significant Accounting Policies (Continued)

B. Basis of Accounting and Presentation

The accompanying financial statements have been prepared using the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America. Net assets and revenues, expenses, gains, and losses are classified based on the existence or absence of donor restrictions. Accordingly, net assets of NorthPoint Health & Wellness Center Inc. and related changes are classified and reported as follows:

<u>Net Assets Without Donor Restrictions (Unrestricted)</u> - Those resources over which the Board of Directors has discretionary control.

<u>Net Assets With Donor Restrictions (Restricted)</u> - Those resources subject to donor imposed restrictions which will be satisfied by actions of the Organization or passage of time or that are to be maintained permanently by the Organization. There are no net assets to be maintained permanently.

C. 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 and disclosure of contingent assets and liabilities at the date of the financial statements. Estimates also affect the reported amounts of revenue and expense during the reporting period. Actual results could differ from those estimates.

D. Cash and Cash Equivalents

For purposes of the statement of cash flows, the Organization considers short-term, highly liquid investments and investments purchased with a maturity of three months or less to be cash equivalents.

E. Investments

Investments are measured at fair value in the statements of financial position. Investment income or loss (including realized gains and losses on investments, interest, and dividends) is included in revenue and support without donor restrictions unless the income or loss is restricted by donor or law.

F. Accounts and Employee Receivable

Accounts receivable consist primarily of amounts billed for earned income projects, are unsecured, and are stated at the amount management expects to collect from outstanding balances. Employee receivable consists of advances made to employees. Management provides for probable uncollectible amounts through a provision for bad debt expense and an adjustment to a valuation allowance based on the assessment of the current status of individual accounts. Balances that are still outstanding after management has used reasonable collection efforts are written off through a charge to the valuation allowance and a credit to accounts receivable. Management believes all accounts receivable are collectible at December 31, 2021 and 2020, and accordingly, no allowance is necessary.

G. Grants and Pledges Receivable

Grants receivable consist primarily of amounts the Organization has been notified they'll receive but have not yet been received. Management provides for probable uncollectible amounts through a provision for bad debt expense and an adjustment to a valuation allowance based on the assessment of the current status of individual accounts. Balances that are still outstanding after management has used reasonable collection efforts are written off through a charge to the valuation allowance and a credit to grants receivable. Management believes all grants receivable are collectible at December 31, 2021 and 2020, and accordingly, no allowance is necessary.

Notes to the Financial Statements December 31, 2021 and 2020

Note 1: Summary of Significant Accounting Policies (Continued)

H. Inventory

Inventory consists of donated and purchased food and non-food items, including canned goods, frozen foods, and packaged items. Cost is determined by using an estimated value per pound of inventory on hand, which approximates market value.

I. Fixed Assets

Furniture and equipment are recorded at cost, or in the case of contributed property, at the fair market value at the date of contribution. Items that cost \$5,000 or greater are capitalized. Depreciation is computed using the straight-line method over the following estimated useful lives:

Computers	3 years
Furniture and Equipment	3 - 5 years
Vehicles	5 years
Roof	7 years
Buildings	26 years

Depreciation expense for the years ended December 31, 2021 and 2020 were \$75,178 and \$68,6634, respectively.

J. Deferred Revenue

Deferred revenue consists of revenue received prior to year-end for the subsequent year. These amounts will be reflected as revenue in the period in which the revenue is earned.

K. Revenue Recognition

Revenue is recognized when earned. Program service fees and payments under cost-reimbursable contracts received in advance are deferred to the applicable period in which the related services are performed or expenditures are incurred, respectively. Contribution are recognized when cash, securities or other assets, an unconditional promise to give, or notification of a beneficial interest is received. Conditional promises to give are not recognized until the conditions on which they depend have been substantially met.

L. Donated Services, Materials and Equipment

Donated materials and equipment are reflected as contributions in the accompanying financial statements at their estimated values at the date of receipt. Food donations are donated for program services. Subscriptions are received and used by the Organization in day-to-day operations. In-kinds are reported at fair value.

The Organizations has a large amount of labor provided through volunteers throughout the year. The value of these contributed services is not reflected in the financial statements since it does not meet the standard for general accepted accounting standards.

In-kind donations are as follows for the years ended December 31:

	2021	2020
Food Subscriptions	\$ 2,155,502 46,758	\$ 2,137,895 44,311
Total	\$ 2,202,260	\$ 2,182,206

Notes to the Financial Statements December 31, 2021 and 2020

Note 1: Summary of Significant Accounting Policies (Continued)

M. Promotion and Advertising

Promotion and advertising costs are expensed as incurred and total \$40,698 and \$21,246 for the years ended December 31, 2021 and 2020, respectively.

N. Retirement Plan

The Association has a 401(k) retirement and savings plan provides for a discretionary matching contribution. NorthPoint will begin matching up to 5% of the employee's contribution beginning the first day of the month following twelve months of consecutive employment. NorthPoint's matching contribution amount is determined annually as part of the budget process. The Association's contributions were \$73,344 and \$66,584 for the years ended December 31, 2021 and 2020, respectively.

O. Functional Expense Allocation

The Organization allocates its expenses on a functional basis among its various programs and support services. Salaries and related costs are allocated between program and supporting service categories based upon the estimated time expended by the employee on the expenditure classification. Non-salary costs are directly allocated according to the actual expense and are reviewed annually by the Finance Committee.

P. Income Taxes

The Organization is exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code and Minnesota Statute 290.05. Accordingly, no provision for income taxes is included in these financial statements. Because the Organization is a public charity, contributions may qualify for tax deductions by the contributors.

Q. New Accounting Pronouncements

In March 2016, the FASB issued ASU No. 2016-02, Leases, as a new topic, Accounting Standards Codification 842. The objective of ASU No. 2016-02 is to increase transparency and comparability among organizations by reorganizing lease assets and lease liabilities on the statement of financial position and disclosing key information about leasing arrangements. ASU No. 2016-02 is effective for annual reporting periods beginning after December 15, 2021, and shall be applied using either a full retrospective or modified retrospective approach. Early adoption is permitted. The new guidance is effective for the Organization for the year ended December 2022. The Organization is currently evaluating the impact on the results of operations, financial condition and cash flows and has not determined the impact on its financial statements at this time.

In September 2020, the FASB issued ASU No. 2020-07 Not-for-Profit Entities (Topic 958): Presentation and Disclosures by Not-for-Profit Entities for Contributed Nonfinancial Assets, which is intended to improve the transparency in the reporting of contributed nonfinancial assets, also known as gifts-in-kind, for not-for-profit organizations. This ASU requires not-for-profit organizations to present contributed nonfinancial assets as a separate line item in the statement of activities, apart from contributions of cash or other financial assets. In addition to separate presentation on the statement of activities, this amendment requires enhanced disclosures around each category of contributed nonfinancial assets for donor-imposed restrictions, valuation techniques, description of programs or activities in which the assets were used, and if monetized, a policy about monetizing rather than utilizing the asset(s). The amendments in this ASU should be applied on a retrospective basis and are effective for annual reporting periods beginning after June 15, 2021. Early adoption is permitted. The new guidance is effective for NorthPoint Health & Wellness Center Inc. in 2022. The Organization is currently evaluating the impact this standard will have on its financial statements.

Notes to the Financial Statements December 31, 2021 and 2020

Note 1: Summary of Significant Accounting Policies (Continued)

R. Related Party

The Organization's CEO is also the CEO of NorthPoint Health and Wellness Center (the Clinic). The Clinic provides primarily community and medical services and is overseen by the Community Board of Directors. The Organizations had no receivables from the Clinic at December 31, 2021 and 2020.

S. Subsequent Events

Subsequent events have been evaluated through November 14, 2022, the date of the financial statements were available for issuance.

Note 2: Concentrations

A. Credit Risk Concentration

The Organization maintains cash balances at three financial institutions and manages deposit concentration risk by placing cash, money market accounts, and certificates of deposit with financial institutions believed to be creditworthy. At times, amounts on deposit may exceed insured limits or include uninsured investments in money market mutual funds. To date, the Organization has not experienced losses in any of these accounts. Credit risk associated with accounts receivable and promises to give is considered to be limited due to high historical collection rates and because substantial portions of the outstanding amounts are due from governmental agencies and foundations supportive of our mission. Investments are monitored by the Board of Directors. Although the fair values of investments are subject to fluctuation on a year-to-year basis; the Organization believes that the investment policies and guidelines are prudent for the long-term welfare of the organization.

B. Revenue Concentration

The Organization received 30% and 41% of total support from Hennepin County for the years ending December 31, 2021 and 2020, respectively.

Note 3: Fair Value Measurements

Fair value measurement accounting literature establishes a fair value hierarchy based on the priority of the inputs to the valuation methodologies used to measure fair value. The fair value hierarchy gives the highest priority to quoted prices in active markets for identical assets or liabilities (Level 1) and the lowest priority to unobservable inputs (Level 3). If the inputs used to measure the financial instruments fall within different levels of hierarchy, the categorization is based on the lowest level input that is significant to the fair value measurement of the instrument. Investments recorded in the Statement of Financial Position are categorized based on the inputs to valuation techniques as follows:

Level 1 - Inputs to the valuation methodology are unadjusted quoted prices for identical assets in active markets that the Organization has the ability to access.

Level 2 - Inputs to the valuation methodology include:

- Quoted prices for similar assets or liabilities in active markets
- Quoted prices for identical or similar assets or liabilities in inactive markets
- Inputs other than quoted prices that are observable for the asset or liability
- Inputs that are derived principally from or corroborated by observable market data by correlation or other means

Level 3 - Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

Notes to the Financial Statements December 31, 2021 and 2020

Note 3: Fair Value Measurements (Continued)

Following is a description of the valuation methodologies used for assets measured at fair value. There have been no changes in the methodologies used at December 31, 2021.

Mutual Funds: Valued at the daily closing price as reported by the fund. Mutual funds held by the Organization are open-end mutual funds that are registered with the Securities and Exchange Commission. These funds are required to publish their daily net asset value (NAV) and to transact at that price. The mutual funds held are deemed to be actively traded.

Cash Equivalents: Valued at \$1 per share.

The Organization's investments a reported at fair value in the accompanying statement of financial position consist of the following at December 31, 2021 and 2020:

	 Level 1	Lev	/el 2	Lev	/el 3	Total
December 31, 2021 Investments - Mutual Funds Investments - Cash equivalents	\$ 209,235 3	\$	<u>-</u>	\$	- -	\$ 209,235 3
Total	\$ 209,238	\$	-	\$		\$ 209,238
December 31, 2020 Investments - Mutual Funds Investments - Cash equivalents	\$ 182,466 3	\$	- -	\$	<u>-</u>	\$ 182,466 3
Total	\$ 182,469	\$	_	\$		\$ 182,469

The income associated with the Organizations investments consists of the following for the years ended December 31:

	2021	2020		
Interest/Dividend Income Capital Gains Unrealized Gain on Investments	\$ 8,707 5,239 14,218	\$	9,843 - 2,054	
Total Investment Income	\$ 28,164	\$	11,897	

Notes to the Financial Statements December 31, 2021 and 2020

Note 4: Paycheck Protection Program

In April 2020, the Organization entered into a promissory note agreement with Bremer Bank in the amount of \$797,100 pursuant to the Paycheck Protection Program (PPP) created by the Coronavirus Aid, Relief, and Economic Security Act (CARES Act) and governed by the Small Business Administration (SBA). The note accrues interest at 1 percent per annum and is scheduled to mature April 2022. Up to 100 percent of the loan is forgivable when used to pay specified payroll and other costs within the qualified period (generally 24 weeks after receiving the funds). In December 2020, \$296,789 was considered forgiven and the remaining amount was recorded as a notes payable. In March of 2021, the remaining note was paid by the Organization, as noted on the statement of cash flows.

Note 5: Net Assets with Donor Restriction

Net assets with donor restrictions were restricted for the following purposes for the years ending December 31:

	2021		2020	
Capital Campaign	\$	677,545	\$	500
Homelessness		353,618		214,630
Health Power		287,808		92,534
Time Restricted		62,520		-
Home Delivery		30,000		-
Delta Dental COACH		-		86,822
Time Restricted, Gun Safety		-		65,032
Access to Coverage		-		50,804
COVID Relief		-		33,333
Foodshelf and Housing				13,726
Total	\$	1,411,491	\$	557,381

Note 6: Operating Lease Agreements

In January 2020, the Organization entered into a 12-month lease for a van with monthly payments of \$575. In February 2021, the Organization entered into another lease for the van with monthly payments of \$497 which will expire in February 2022. In May 2019, the Organization entered into a 39-month lease for a postage machine with monthly payments of \$105 that is set to expire in August 2023. During 2018, the Organization entered into a 60-month lease for copier with monthly payments of \$266 that is set to expire in June 2023.

Total paid for leases was \$10,680 and \$14,187 for the years ended December 31, 2021 and 2020, respectively.

Future minimum payments under the two existing leases are as follows for the years ending December 31:

Years Ending December 31,	Ar	Amount	
2022	\$	4,956	
2023		2,440	
Total	\$	7,396	

Notes to the Financial Statements December 31, 2021 and 2020

Note 7: Line of Credit

In December 2019, the Organization renewed a \$150,000 revolving line of credit. The line has a two-year term that matures in October 2021, provisions for annual extensions, and includes a due on demand feature. Interest at a rate of 1% over the Index as provided by Bremer Bank, National Association which was 4.75% at December 31, 2020, and is payable monthly. The line of credit was renewed until October 2023, with an interest rate of 0.5% over the Index as provided by Bremer Bank, National Association which was 3.25% at December 31, 2021. Interest expense incurred on the line of credit was \$0 in 2021 and 2020. There was no outstanding balance as of December 31, 2021 and 2020.

Note 8: Liquidity and Availability of Resources

The Organization has the following assets available to meet financial needs for one year:

	2021	2020
Financial assets available for general expenditures within one year:		
Cash and cash equivalents	\$ 1,717,199	\$ 2,356,069
Investments	209,238	182,469
Accounts receivable	1,885,686	851,536
Grants and pledges receivable	205,373	71,723
Employee receivable	351	131
Total Financial Assets	4,017,847	3,461,928
Less those unavailable for general expenditure within one year, due to:		
Net Assets With Donor Restrictions	(1,348,971)	(492,349)
Financial Assets Available to Meet Cash Needs for		
General Expenditures Within One Year	\$ 2,668,876	\$ 2,969,579

The Organization regularly monitors liquidity required to meet its operating needs and other commitments. In addition to financial assets available to meet general expenditures over the next 12 months, the Organization operates with a balanced budget and anticipates collecting sufficient revenue to cover general expenditures not covered by donor-restricted resources. The Organization also has a line of credit that they can draw on.

Note 9: COVID-19

In December 2019, a novel strain of coronavirus (COVID-19) surfaced. The spread of COVID-19 around the world during 2020 has caused significant volatility in U.S. and international markets. There is significant uncertainty around the breadth and duration of business disruptions related to COVID-19, as well as its impact on the U.S. and international economies and, as such, the Organization is unable to determine the impact to its future operations.

OTHER REPORTS



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

Board of Directors NorthPoint Health & Wellness Center Inc. Minneapolis, Minnesota

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 NorthPoint Health & Wellness Center Inc. (the Organization), which comprise the statement of financial position as of December 31, 2021, and the related statements of activities, functional expenses and cash flows for the year then ended, and the related notes to the financial statements, and have issued our report thereon dated November 14, 2022.

Report on Internal Control over Financial Reporting

In planning and performing our audit of the financial statements, we considered the Organization's internal control over financial reporting (internal control) as a basis for designing audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Organization's internal control. Accordingly, we do not express an opinion on the effectiveness of the Organization's internal control.

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

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses or significant deficiencies may exist that were not identified.

Report on Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Organization's financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the financial statements. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of This Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Organization's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Organization's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Abdo

Minneapolis, Minnesota November 14, 2022





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

Board of Directors NorthPoint Health & Wellness Center Inc. Minneapolis, Minnesota

Report on Compliance for Each Major Federal Program

Opinion on Each Major Federal Program

We have audited NorthPoint Health & Wellness Center Inc. (the Organization), compliance with the types of compliance requirements identified as subject to audit in the OMB *Compliance Supplement* that could have a direct and material effect on each of the Organization's major federal programs for the year ended December 31, 2021. The Organization's major federal programs are identified in the summary of auditor's results section of the accompanying schedule of findings and questioned costs.

In our opinion, the Organization complied, in all material respects, with the types of compliance requirements referred to above that could have a direct and material effect on each of its major federal programs for the year ended December 31, 2021.

Basis for Opinion on Each Major Federal Program

We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States; and the audit requirements of Title 2 U.S. *Code of Federal Regulations* Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* (Uniform Guidance). Our responsibilities under those standards and the Uniform Guidance are further described in the Auditor's Responsibilities for the Audit of Compliance section of our report.

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

Responsibilities of Management for Compliance

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

Auditor's Responsibilities for the Audit of Compliance

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

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

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

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

Report on Internal Control over Compliance

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

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



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

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

Abdo

Minneapolis, Minnesota November 14, 2022



NorthPoint Health & Wellness Center Inc. Schedule of Expenditures of Federal Awards For the Year Ended December 31, 2021

Federal Grantor/Program Title Pass-Through Grantor/Pass-Through Entity Identifying Number	Assistance Listing Number	Pass-Through Identification Number	Federal Expenditures
U.S. Department of Agriculture: Passed-Through MN Department of Human Services: State Administrative Matching Grants for the Supplemental Nutrition Assistance Program (SNAP Cluster)	10.561	163800	\$ 105,518
U.S. Department of the Treasury: Passed-Through City of Minnepolis Community Planning and Economic Development: Emergency Rental Assistance Program	21.023	COM0003554	1,392,861
U.S. Department of Justice Passed-Through Minnesota Department of Public Safety: Project Safe Neighborhoods Passed-Through the City of Minneapolis Health Department: Children Exposed to Violence Total U.S. Department of Justice	16.609 16.818	993708 COM0003196	56,780 477,107 533,887
Department of Health and Human Services Passed-Through the MN Department of Human Services: Opioid STR Crisis Counseling Every Student Succeeds Act/Preschool Development Grants Temporary Assistance for Needy Families (477 Cluster) Total Department of Health and Human Services	93.788 93.982 93.434 93.558	HS00000897 187043 189383 Various	22,836 78,208 94,991 421,816 617,851
Total Federal Expenditures			\$ 2,650,117

Notes to the Schedule of Expenditures of Federal Awards For the Year Ended December 31, 2021

Note 1: Basis of Presentation

The accompanying schedule of expenditures of federal awards includes the federal grant activity of NorthPoint Health & Wellness Center Inc. (the Organization) under programs of the federal government for the year ended December 31, 2021. The information in this schedule is presented in accordance with the requirement of the Uniform Guidance, and *Audits of States, Local Governments, and Non-Profit Organizations*. Because the schedule presents only a selected portion of operations of the Organization, it is not intended to and does not present the financial position, changes in net assets or cash flows of the Organization.

Note 2: Summary of Significant Accounting Policies for Expenditures

Expenditures reported on this schedule are reported on the accrual basis of accounting. Such expenditures are recognized following the cost principles contained in the Uniform Guidance, wherein certain types of expenditures are not allowable or are limited as to reimbursement.

Note 3: Pass-Through Entity Identifying Numbers

Pass-through entity identifying numbers are presented where available.

Note 4: Subrecipients

No federal expenditures presented in this schedule were provided to subrecipients.

Note 5: Indirect Cost Rate

During the year ended December 31, 2021, the Organization did not elect to use the 10% de minimis indirect cost rate.

Schedule of Findings and Questioned Costs For the Year Ended December 31, 2021

Section I - Summary of Auditor's Results

Financial Statements: Type of auditor's report issued: Internal control over financial reporting: Material weaknesses identified? Significant deficiencies identified not considered to be material weaknesses? Noncompliance material to financial statements noted?	Unmodified No None Reported No
Federal Awards: Internal control over major programs: Material weaknesses identified? Significant deficiencies identified not considered to be material weaknesses	No None Reported
Type of auditor's report issued on compliance for major federal programs: Any audit findings disclosed that are required to be reported in accordance with 2 CFR 200.516(a) of the Uniform Guidance?	Unmodified No
Identification of Major Federal Programs:	Assistance Listing Number
Emergency Rental Assistance Program	21.023
Dollar threshold used to distinguish between Type A and Type B Programs:	\$ 750,000

No

Section II - Findings - Financial Statement Audit

There are no significant deficiencies, material weaknesses, or instances of noncompliance related to the financial statements that are required to be reported in accordance with Government Auditing Standards.

Section III - Findings and Questioned Costs - Major Federal Award Programs Audit

Auditee qualified as low-risk auditee pursuant to the Uniform Guidance

There are no significant deficiencies, material weaknesses, or instances of material noncompliance including questioned costs that are required to be reported in accordance with the Uniform Guidance.

Other Issues

The Summary Schedule of Prior Audit Findings is not required because there were no prior year audit findings required to be reported in accordance with 2 CFR 200.516(a) of the Uniform Guidance.

A Corrective Action Plan is not required because there were no current year findings required to be reported in accordance with 2 CFR 200.516(a) of the Uniform Guidance.