MENTAL HEALTH ASSOCIATION OF ESSEX AND MORRIS, INC.

FINANCIAL STATEMENTS
AND SUPPLEMENTARY INFORMATION

JUNE 30, 2019

SOBEL & CO. LLC
CERTIFIED PUBLIC ACCOUNTANTS & ADVISORS

MENTAL HEALTH ASSOCIATION OF ESSEX AND MORRIS, INC.

JUNE 30, 2019

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INDEPENDENT AUDITORS' REPORT

To the Board of Directors
Mental Health Association of Essex and Morris, Inc.
Montclair, New Jersey

Report on the Financial Statements

We have audited the accompanying financial statements of Mental Health Association of Essex and Morris, Inc. ("Association"), a New Jersey nonprofit organization, which comprise the statement of financial position as of June 30, 2019, and the related statements of activities and changes 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.

Auditors' 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 of America. These standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those assessments, the auditors consider internal control relevant to the Association'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 Association'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 opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Mental Health Association of Essex and Morris, Inc. as of June 30, 2019, and the changes in its net assets and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

Emphasis of Matter

The Association adopted Financial Accounting Standards Board Accounting Update, *Presentation of Financial Statements of Not-For-Profit Entities,* as described in Note 2. Our opinion is not modified with respect to this matter.

Other Matters

Other 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 and state awards, shown on pages 29 and 30, as required by Title 2 U.S. *Code of Federal Regulations* Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* and New Jersey Office of Management and Budget Circular Letter 15-08, 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 October 17, 2019, on our consideration of the Association's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, 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 the internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Association's internal control over financial reporting and compliance.

Sobel & Co., LLC

Certified Public Accountants

Livingston, New Jersey
October 17, 2019

MENTAL HEALTH ASSOCIATION OF ESSEX AND MORRIS, INC.
STATEMENT OF FINANCIAL POSITION
JUNE 30, 2019

ASSETS

CURRENT ASSETS:		
Cash	$	1,039,760
Escrow and security deposits		470,780
Investments		1,855,668
Accounts receivable		377,204
Grants and contracts receivable		254,804
Pledges receivable, current, net		9,827
Charitable lead annuity trusts, current		30,720
Prepaid expenses and other assets		208,221
Total Current Assets		4,246,984
PROPERTY AND EQUIPMENT, Net		6,728,747
NONCURRENT ASSETS:		
Charitable lead annuity trusts, noncurrent, net		80,985
Intangible assets, net		12,646
Total Noncurrent Assets		93,631
Total Assets	$	11,069,362

LIABILITIES AND NET ASSETS

CURRENT LIABILITIES:		
Current portion of long-term debt	$	119,211
Accounts payable and accrued expenses		395,561
Accrued payroll and related liabilities		439,537
State advances payable		1,343,331
Deferred revenue		178,185
Total Current Liabilities		2,475,825
LONG-TERM DEBT - Mortgages		
Principal amount		5,147,786
Less: Unamortized debt issuance costs		152,487
Mortgage Notes Payable Less Unamortized Debt Issuance Costs		4,995,299
COMMITMENTS AND CONTINGENCIES		
NET ASSETS:		
Without donor-restrictions:		
Board-designated		246,731
Available for operations		2,869,524
With donor-restrictions		481,983
Total Net Assets		3,598,238
Total Liabilities and Net Assets	$	11,069,362

MENTAL HEALTH ASSOCIATION OF ESSEX AND MORRIS, INC.
STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS
YEAR ENDED JUNE 30, 2019

	Without Donor Restrictions	With Donor Restrictions	Total
REVENUES, GAINS, AND SUPPORT:			
Government grants and contracts:			
NJ Division of Mental Health Services and Other Government Support	$ 5,345,687	$ -	$ 5,345,687
Nutrition Program	68,839	-	68,839
NJ Child Assault Prevention Program	84,486	-	84,486
Community Development Block Grant	37,567	-	37,567
Total Support	5,536,579	-	5,536,579
Revenues:			
Medicaid, Medicare, Welfare and private insurance	5,658,315	-	5,658,315
Non-Medicaid (fee for service)	1,472,675	-	1,472,675
Managed Care Organization	182,516	-	182,516
Fees for service	9,454	-	9,454
Net realized and unrealized loss on investments	(6,630)	(338)	(6,968)
Interest and dividends	54,331	8,188	62,519
Rental income	209,323	-	209,323
Amortized income on mortgages	111,096	-	111,096
Total Revenues	7,691,080	7,850	7,698,930
Public Support:			
Contributions and membership dues	131,803	37,068	168,871
Bequests and annuities	3,276	-	3,276
Grants	5,675	156,405	162,080
United Way	3,750	-	3,750
Special events	155,803	-	155,803
Total Public Support	300,307	193,473	493,780
Net assets released from restrictions	86,191	(86,191)	-
Total Revenues, Gains and Support	13,614,157	115,132	13,729,289
EXPENSES:			
Program services	11,187,788	-	11,187,788
Supporting services:			
Management and general	2,050,950	-	2,050,950
Fundraising	276,689	-	276,689
Total Expenses	13,515,427	-	13,515,427
CHANGES IN NET ASSETS	98,730	115,132	213,862
NET ASSETS - Beginning of year	3,017,525	366,851	3,384,376
NET ASSETS - End of year	$ 3,116,255	$ 481,983	$ 3,598,238

MENTAL HEALTH ASSOCIATION OF ESSEX AND MORRIS, INC.
STATEMENT OF FUNCTIONAL EXPENSES
YEAR ENDED JUNE 30, 2019

	Program Services															
	Integrated Case Management Service Program	**Prospect House Program**	**Supported Employment Programs**	**Family Support Programs**	**Youth Programs**	**Criminal Justice/ Jail Diversion Program**	**Community Support Services**	**Center for Behavioral Health**	**RCC**	**AOT**	**PATH**	**CECE**	**Total Program Services**	**Management and General**	**Fundraising**	**Total**
Salaries and wages	$ 1,421,988	$ 1,023,015	$ 140,092	$ 332,844	$ 24,074	$ 283,080	$ 1,272,007	$ 218,628	$ 145,753	$ 504,901	$ 687,350	$ 263,591	$ 6,317,323	$ 1,290,047	$ 137,147	$ 7,744,517
Payroll taxes and employee benefits	376,998	271,222	37,141	88,244	6,383	75,050	337,235	57,963	38,642	133,860	182,231	69,883	1,674,853	342,018	36,361	2,053,232
Therapists/consultants	1,455	86,042	-	-	81,191	-	12,550	1,400	-	108,865	10,246	-	301,749	-	-	301,749
Occupancy	181,327	108,026	13,272	21,153	6,471	11,221	270,562	11,479	-	66,206	80,106	25,109	794,931	95,730	-	890,661
Equipment rental and maintenance	15,045	16,735	10	10,878	1,137	5,293	9,396	6,195	-	9,742	6,607	788	81,826	11,309	-	93,135
Telephone	36,694	13,547	3,575	9,725	1,601	5,311	43,926	3,092	-	15,716	21,912	5,247	160,346	17,061	-	177,407
Supplies	16,192	48,874	1,802	15,843	1,946	3,203	60,745	6,701	1,729	12,885	15,924	7,990	193,834	24,422	3,771	222,027
Travel, transportation and conference	85,939	40,822	4,279	19,642	1,280	19,215	110,446	2,034	-	27,273	42,064	24,759	377,753	41,829	8,116	427,698
Insurance	71,058	36,063	5,274	11,247	3,328	11,433	60,576	4,167	-	19,129	27,813	12,512	262,600	24,622	-	287,222
Advertising and promotion	1,988	1,396	205	165	-	965	3,192	507	35	155	1,431	940	10,979	1,468	400	12,847
Professional fees	18,499	17,628	2,137	3,500	1,754	3,061	16,692	2,321	-	14,994	8,744	44,122	133,452	52,698	24,400	210,550
Food	-	92,217	-	-	-	-	-	-	-	-	-	-	92,217	-	-	92,217
Postage and printing	1,272	-	-	346	238	106	901	261	-	300	546	191	4,161	957	626	5,744
Subscriptions and publications	2,818	3,881	167	545	222	498	3,290	359	-	1,443	1,080	443	14,746	7,758	1,775	24,279
Information technology	28,723	16,667	1,117	8,306	3,298	4,439	39,308	3,820	-	10,962	16,203	2,716	135,559	41,957	6,087	183,603
Mental Health Association dues	-	-	-	-		-	-	-	-	-	-	-	-	13,297	-	13,297
Consumer assistance	6,340	16,886	200	719	-	5,398	82,152	-	-	3,020	113,901	5,411	234,027	-	-	234,027
Public awareness	5,116	5,116	5,116	5,116	5,116	5,116	5,116	5,116	5,116	5,116	5,116	5,116	61,392	-	-	61,392
Special events	-	-	-	-	-	-	-	-	-	-	-	-	-	-	57,576	57,576
Depreciation and amortization	30,984	46,477	3,873	3,873	1,549	3,873	205,272	1,162	2,324	12,394	19,365	3,873	335,018	52,286	-	387,304
Minor equipment	-	177	-	-	-	-	-	-	-	-	-	-	177		-	177
Interest	-	-	-	-	-	-	-	-	-	-	-	-	-	9,410	-	9,410
Miscellaneous	129	186	-	-	-	-	86	222	-	136	86	-	845	24,081	430	25,356
Total Operating Expenses	$ 2,302,565	$ 1,844,977	$ 218,261	$ 532,146	$ 139,588	$ 437,262	$ 2,533,452	$ 325,427	$ 193,599	$ 947,097	$ 1,240,724	$ 472,691	$ 11,187,788	$ 2,050,950	$ 276,689	$ 13,515,427

MENTAL HEALTH ASSOCIATION OF ESSEX AND MORRIS, INC.
STATEMENT OF CASH FLOWS
YEAR ENDED JUNE 30, 2019

CASH FLOWS PROVIDED BY (USED FOR):		
OPERATING ACTIVITIES:		
Changes in net assets	$	213,862
Adjustments to reconcile changes in net assets to net cash provided by operating activities:		
Depreciation and amortization		387,304
Noncash interest expense (amortization of debt issuance costs)		8,568
Net realized and unrealized gains on investments		6,968
Loss on disposal of fixed assets		10,822
Amortized income on mortgages		(111,096)
Changes in certain assets and liabilities:		
Escrow and security deposits		(32,903)
Accounts receivable		(38,271)
Grants and contracts receivable		20,516
Pledges receivable		18,599
Charitable lead annuity trusts		18,676
Prepaid expenses		(34,564)
Accounts payable and accrued expenses		975
Accrued payroll and related liabilities		1,758
State advances payables		576,044
Deferred revenue		(142,827)
Net Cash Provided by Operating Activities		904,431
INVESTING ACTIVITIES:		
Purchases of property and equipment		(398,568)
Proceeds from sale of investments		152,000
Purchases of investments		(280,117)
Net Cash Used for Investing Activities		(526,685)
FINANCING ACTIVITIES:		
Proceeds from long term debt		22,720
Net Cash Provided by Financing Activities		22,720
NET INCREASE IN CASH		400,466
CASH		
Beginning of year		639,294
End of year	$	1,039,760
SUPPLEMENTAL DISCLOSURE OF CASH FLOWS INFORMATION:		
Cash paid for interest	$	9,410

NOTE 1 - NATURE OF ORGANIZATION:

The Mental Health Association of Essex and Morris, Inc. ("Association") is a nonprofit organization serving Essex, Morris, Sussex and Passaic Counties in New Jersey, whose mission is to promote mental health, including the integration of physical healthcare, to improve the care and treatment of individuals with mental illness, and to remove the stigma associated with emotional and mental disorders. This is accomplished through advocacy, education, prevention, early intervention, treatment and service. The Association's revenues are derived principally from state funding, third-party reimbursements, and support from the general public.

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES:

Basis of Accounting:
The accompanying financial statements have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America.

Financial Statement Reporting for Not-For-Profit Entities:
The Association adopted Financial Accounting Standards Board ("FASB"), *Presentation of Financial Statements of Not-for-Profit Entities,* in fiscal 2019. This guidance is intended to improve the net asset classification requirements and the information presented in the financial statements and notes about a not-for-profit entity's liquidity, financial performance, and cash flows. Main provisions of this guidance include: presentation of two classes of net assets versus the previously required three; recognition of capital gifts for construction as a net asset without donor restrictions when the associated long-lived asset is placed in service; and recognition of underwater endowment funds as a reduction in net assets with donor restrictions. The guidance also enhances disclosures for Board-designated amounts, composition of net assets without donor restrictions, liquidity, and expenses by both their natural and functional classifications.

Financial Statement Presentation:
Net assets and revenue, expenses, gains, and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, net assets of the Association and changes therein are classified and reported as follows:

> Net Assets without Donor Restrictions - Net assets not subject to donor-imposed stipulations.

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES: (Continued)

Financial Statement Presentation (Continued)

Net Assets with Donor Restrictions - Net assets subject to donor-imposed stipulations that may or will be met, either by actions of the Association and/or the passage of time and other net assets subject to donor-imposed stipulations that they be maintained permanently by the Association. Generally, the donors of these assets permit the Association to use all or part of the income earned on any related investments for general or specific purposes. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statements of activities and changes in net assets as net assets released from restrictions.

In the absence of donor restrictions, contributions and bequests are considered to be available for unrestricted use. All income is recognized in the period when the contribution, pledge, or unconditional promise to give is received.

The Association records donor-restricted contributions whose restrictions are met in the same reporting period as unrestricted support.

Fair Value:
Fair value measurements are defined as the amount that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. There are three defined hierarchical levels based on the quality of inputs used that directly relate to the amount of subjectivity associated with the determination of fair value.

The fair value hierarchy defines the three levels as follows:

Level 1: Valuations based on quoted prices (unadjusted) in an active market that are accessible at the measurement date for identical assets or liabilities. The fair value hierarchy gives the highest priority to Level 1 inputs.

Level 2: Valuations based on observable inputs other than Level 1 prices, such as quoted prices for similar assets or liabilities; quoted prices in inactive markets; or model-derived valuations in which all significant inputs are observable or can be derived principally from, or corroborated by, observable market data.

Level 3: Valuations based on unobservable inputs used when little or no market is available. The fair value hierarchy gives lowest priority to Level 3 inputs.

In determining fair value, the Association utilizes valuation techniques that maximize the use of observable inputs and minimize the use of unobservable inputs to the extent possible, as well as

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES: (Continued)

Fair Value: (Continued)

considers counterparty credit risk (or other parties such as counterparty in a swap) in its assessment of fair value.

The fair value of investments is summarized as follows:

Mutual funds – valued at the net asset value of shares held by the Association at year-end.

Fixed income funds – valued at closing price reported in the active or inactive market in which the bond or fund is traded.

Certificates of deposit – estimated using rates currently offered for deposits of similar remaining maturities.

Municipal bonds- Valued using pricing models maximizing the use of observable inputs for similar securities.

Gains and losses, both realized and unrealized, resulting from increases or decreases in the fair value of investments are reflected in the statements of activities and changes in net assets as increases or decreases in unrestricted net assets unless the use was restricted by explicit donor stipulations or by law.

Investments:
Investment income is presented net of investment advisory/management fees and is reflected as realized and unrealized gain (loss) on investments in the accompanying statements of activities and changes in net assets. All investment income is credited directly to unrestricted net assets unless otherwise restricted by the donor. All capital appreciation/depreciation earned on investments is reported as a change in unrestricted net assets unless otherwise restricted by the donor. All investments are carried at fair value with the related gains and losses in the statements of activities and changes in net assets.

Accounts Receivable:
Accounts receivable represents amounts due from Medicaid. The amounts are stated at the amount management expects to collect from outstanding balances based on historical trends. The Association charges uncollectible accounts receivable to operations when determined to be uncollectible.

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES: (Continued)

Grants and Contracts Receivable:
Grants and contracts receivable is stated at the amount management expects to collect from outstanding balances. The Association charges uncollectible accounts receivable to operations when determined to be uncollectible.

Financial assistance received from federal, state and local government entities in the form of grants are recognized on a cost-reimbursement basis and are recorded in government grants and contracts on the accompanying statements of activities and changes in net assets. Grants receivable from government agencies are periodically reviewed by management for collectability. Consequently, no allowance has been recorded.

Pledges Receivable:
Unconditional contributions pledged over more than one year are recorded at the present value of their estimated future cash flows. The discounts on those amounts are computed using risk-free interest rates applicable to the years in which the promises are received. Amortization of the discounts is included in contribution revenue.

Contributions:
Contributions, including unconditional promises to give, are recorded as made. All contributions are available for unrestricted use unless specifically restricted by the donor. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions. Contributions with restrictions that are met in the same reporting period as they are received are reported as unrestricted support.

Notes Payable:
The Association occasionally enters into notes payable transactions with various state government agencies, some of which are forgivable upon the passage of time and the performance of the terms of the loans. It is the Association's policy to ratably write off applicable loans to revenue over their lives. The Association does not discount noninterest-bearing or below-market-rate loans from government agencies.

Deferred Revenue:
Deferred revenue represents revenues received in advance not yet earned.

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES: (Continued)

Property and Equipment:
Fixed assets are recorded at cost on the date of acquisition, or at the fair market value of the asset, based on values of comparable assets at the date of gift for donated assets. Property and equipment are depreciated using the straight-line method over their estimated useful lives ranging from 3 to 40 years. The estimated lives of the assets are as follows:

Asset	Estimated Useful Life
Computer software	3-5 years
Buildings and improvements	5-40 years
Furniture and fixtures	5-7 years
Transportation equipment	5 years
Computer equipment	5 years

In the absence of donor-imposed restrictions on the use of the asset, gifts of long-lived assets are reported as unrestricted support. When an asset is sold or retired, the cost and accumulated depreciation are removed from the respective accounts. Maintenance, repairs and minor renewals are charged to operations as incurred, significant renewals and betterments greater than $7,500 that increase the useful life of the assets are capitalized.

Although the title to all property and equipment is held by the Association, state funding sources may maintain an equitable interest in the property purchased with grant monies, as well as the right to determine the use of proceeds from the sale of those assets.

State Advances Payable:
State advances payable represents amounts due back to the state due to underspending on certain programs. The amount owed to the state as of June 30, 2019, is $1,343,331 and is included on the accompanying statement of financial position.

Debt Issuance Costs:
Debt issuance costs are reported on the statement of financial position as a direct deduction from the face amount of the debt. The debt issuance costs are being amortized over the term of the debt on a method that approximates the interest method. The Association reflects amortization of debt issuance costs within interest expense.

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES: (Continued)

Revenue Recognition:
Funds received from various federal, state and local agencies represent grants awarded to the Association to provide program services. Revenue with respect to these awards is recognized to the extent of expenses incurred under the award terms, pursuant to donor-imposed restrictions. Upon completion or expiration of a grant, unexpended funds are not available to the Association and must be returned to the awarding agency. Amounts received from granting agencies in excess of incurred expenditures are recorded as refundable advances, included in accounts payable and accrued expenses on the statements of financial position.

The Association is reimbursed by Medicaid for services provided to consumers, subject to the rules and regulations of the program. Medicaid revenue is recognized when the services have been provided and billed to the Medicaid program. Related expenses are offset primarily by Medicaid and, secondarily, by other state funding. Revenue generated from those services are included on the statements of activities and changes in net assets. Service fees are recorded at estimated, net realizable amounts from consumers, third-party payers and others for services rendered and include estimated retroactive revenue adjustments due to future audits, reviews and investigations. Retroactive adjustments are considered in the recognition of revenue on an estimated basis in the period the related services are rendered, and such amounts are adjusted in future periods as adjustments become known or as years are no longer subject to such audits, reviews, and investigations. Estimated adjustments are accrued in the period the related services are rendered and adjusted in future periods as final settlements are determined.

Functional Allocation of Expenses:
Program services, management and general, and fundraising expenses have been recorded in the statement of activities and changes in net assets and on the statement of functional expenses based on both a direct-costing method for those expenses directly attributable to a particular program or special event, or on an allocation basis based on the salary percentage of each program to total salaries for joint costs attributable to all functions. The Association's management allocates management and general expenses based upon analysis of time expended on various grants.

Advertising:
The Association expenses advertising costs as incurred. Advertising is primarily for staff recruitment.

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES: (Continued)

Income Taxes:
The Association is exempt from federal and state income taxes under Section 501(c)(3) of the Internal Revenue Code. The Association follows standards that provide clarification on accounting for uncertainty in income taxes recognized in the Association's financial statements. The guidance prescribes a recognition threshold and measurement attribute for the recognition and measurement of a tax position taken, or expected to be taken, in a tax return, and also provides guidance on derecognition, classification, interest and penalties, disclosure and transition. The Association's policy is to recognize interest and penalties on unrecognized tax benefits in income tax expense. No interest and penalties were recorded during the fiscal year ended 2019. At June 30, 2019, there are no significant income tax uncertainties.

Endowment Funds:
The Association reports permanently restricted net assets held for educational purposes and other related activities in accordance with accounting principles generally accepted in the United States of America.

Use of Estimates:
In preparing the financial statements in conformity with accounting principles generally accepted in the United States of America, management is required to make estimates and assumptions that affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Recent Accounting Pronouncements:
The FASB issued an accounting pronouncement, *Revenue from Contracts with Customers*, which is a comprehensive, new, revenue recognition standard. The core principle of the guidance is 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 pronouncement is effective for annual periods beginning after December 15, 2018. It will be effective for the Organization for the year ended June 30, 2020. The Organization is currently evaluating the effect the new pronouncement will have on its financial statements.

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES: (Continued)

Recent Accounting Pronouncements (Continued):

The FASB issued an accounting pronouncement, *Leases*, which requires lessees to recognize a right-of-use asset and lease liability on the statement of financial position for all leases with a term longer than 12 months. Under this new pronouncement, a modified retrospective transition approach is required, and the new standard is applied to all leases existing at the date of initial application. The pronouncement is effective for annual periods beginning after December 15, 2019. It will be effective for the Organization for the year ended June 30, 2021. The Organization is currently evaluating the effect the new pronouncement will have on its financial statements.

Subsequent Events:

The Association has evaluated events subsequent to the statement of financial position date as of June 30, 2019 through October 17, 2019, the date that the financial statements were available to be issued.

NOTE 3 - INVESTMENTS:

The Association has categorized its investments, based on the priority of inputs to the valuation technique, into a three-level fair value hierarchy. The fair value hierarchy gives the highest priority to quoted prices in the 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 investments fall within the different levels of the hierarchy, the categorization is based on the lowest level input that is significant to the fair value measurement of the investments.

Investments consist of both permanently restricted net assets and assets designated by the Board of Directors for long-term purposes. They were invested in money market funds, certificates of deposit, corporate bonds (financial markets) and mutual funds.

The Investment Committee periodically monitors the investment portfolios for consistency in each investment manager's investment philosophy, return relative to objectives and investment risk measured by asset concentration, exposure to extreme economic conditions and volatility.

Cash and cash equivalents include short-term, highly liquid investments with maturity dates of three months or less on the date of acquisition.

FAIR VALUE MEASUREMENTS AS OF JUNE 30, 2019

	LEVEL 1	LEVEL 2	LEVEL 3	TOTAL
Cash and cash equivalents	$ 30,762	$ -	$ -	$ 30,762
Certificates of deposit	-	891,751	-	891,751
Bonds	-	95,206	-	95,206
Mutual funds	837,949	-	-	837,949
Investments at Fair Value	$ 868,711	$ 986,957	$ -	$ 1,855,668

NOTE 3 - INVESTMENTS: (Continued)

Breakout of mutual funds by strategy or sector is as follows:

Mutual funds:	
Small value	18%
Small blend	6%
Foreign small/mid value	5%
Foreign small/mid blend	3%
Large value	14%
Large blend	13%
Foreign large value	9%
Real estate	5%
Diversified emerging markets	5%
World large stock	7%
Intermediate government	8%
World bond	4%
Corporate bond	3%
Total	100%

NOTE 4 - PLEDGES RECEIVABLE:

At June 30, 2019, pledges receivable of $9,827 are due within one year.

NOTE 5 - CHARITABLE LEAD ANNUITY TRUSTS:

In December 2016, the Association received two charitable lead annuity trusts. Under the agreements, the Association will receive monthly installments over a seven-year period. The present value of the Association’s future interest in its charitable lead annuity trusts is summarized as follows as of June 30, 2019:

Fair market value of assets to be received in less than one year	$ 30,720
Fair market value of assets to be received in one to three years	107,526
Less: Discount to present value	(26,541)
Present Value of Future Interest	$ 111,705

NOTE 5 - CHARITABLE LEAD ANNUITY TRUSTS: (Continued)

The present value of the estimated future interest is calculated using the discount rate of .84% for June 30, 2019, and applicable life expectancy tables. The present value of the charitable lead annuity trusts is included in the accompanying statements of financial position.

NOTE 6 - PROPERTY, PLANT AND EQUIPMENT:

At June 30, 2019, property, plant and equipment consists of:

Land	$ 2,073,191
Building and improvements	6,303,403
Furniture and fixtures	332,820
Transportation equipment	1,659,001
Computer equipment	104,013
	10,472,428
Less: Accumulated depreciation	3,743,681
Property and Equipment, Net	$ 6,728,747

Depreciation expense for the years ended June 30, 2019 was $382,360.

NOTE 7 - INTANGIBLE ASSETS:

At June 30, 2019, intangible assets consist of the following:

Computer software	$	52,520
Less: Accumulated amortization		39,874
Total Intangible Assets	$	12,646

Amortization expense for the year ended June 30, 2019 was $4,944.

NOTE 8 - LONG-TERM DEBT:

Long-term debt consists of the following at June 30, 2019:

Mortgage payable to New Jersey Housing and Mortgage Finance Agency ("NJHMFA") due November 2023, bearing no interest. Principal to be repaid with 25% of the project's annual available cash flow (for a term not to exceed 15 years). The note is collateralized by land and building on Bay Avenue in Bloomfield, New Jersey, and the property is restricted to specific uses specified by NJHMFA. The unpaid balance at maturity will be renegotiable under new terms. The loan is shown net of unamortized debt issuance costs of $7,617 at June 30, 2019.	$ 388,991
Mortgage payable to the county of Essex due April 2028, bearing no interest. The note is collateralized by land and building on Bay Avenue in Bloomfield, New Jersey. The mortgage is scheduled to be forgiven over the 20-year compliance period; scheduled to be completely forgiven at maturity.	80,274
Mortgage payable to the county of Essex due July 2029, bearing no interest. The note is collateralized by land and building in Nutley, New Jersey. The mortgage is scheduled to be forgiven over the 20-year compliance period; scheduled to be completely forgiven at maturity.	139,970

NOTE 8 - LONG-TERM DEBT: (Continued)

Mortgage payable to NJHMFA due October 2039, bearing no interest. Principal to be repaid with 25% of the project's annual available cash flow (for a term not to exceed 30 years). The note is collateralized by land and building on 16th Street in Bloomfield, New Jersey, and the property is restricted to specific uses specified by NJHMFA. The unpaid balance at maturity will be renegotiable under new terms. The loan is shown net of unamortized debt issuance costs of $20,242 at June 30, 2019.	508,135
Mortgage payable to NJHMFA due October 2039, bearing no interest. Principal to be repaid with 25% of the project's annual available cash flow (for a term not to exceed 30 years). The note is collateralized by land and building in Nutley, New Jersey, and the property is restricted to specific uses specified by NJHMFA. The unpaid balance at maturity will be renegotiable under new terms. The loan is shown net of unamortized debt issuance costs of $46,147 at June 30, 2019.	1,138,041
Mortgage payable to the county of Essex due March 2029, bearing no interest. The note is collateralized by land and building on 16th Street in Bloomfield, New Jersey. The mortgage is scheduled to be forgiven in full over the 20-year compliance period.	53,655
Mortgage payable to NJHMFA due August 2042, bearing no interest. Principal to be repaid with 25% of the project's annual available cash flow (for a term not to exceed 30 years). The note is collateralized by land and building in Montclair, New Jersey, and the property is restricted to specific uses specified by NJHMFA. The unpaid balance at maturity will be renegotiable under new terms. The loan is shown net of unamortized debt issuance costs of $78,481 at June 30, 2019.	1,537,730

NOTE 8 - LONG-TERM DEBT: (Continued)

Mortgage payable to the Department of Housing and Urban Development due November 2030, bearing no interest. The note is collateralized by land and building in Montclair, New Jersey. The mortgage is scheduled to be forgiven over the 20-year compliance period; scheduled to be completely forgiven at maturity.	600,000
Mortgage payable to the county of Essex due July 2029, bearing no interest. The note is collateralized by land and building in Bloomfield, New Jersey. The mortgage is scheduled to be forgiven over the 20-year compliance period; scheduled to be completely forgiven at maturity.	637,500
Note payable to an auto finance agency, payments of $355 per month, due March 2020, bearing no interest. The note is collateralized by a vehicle, with a net book value of approximately $3,700. Imputed interest has not been calculated since, in the opinion of management, it is not material to these financial statements.	3,218
Note payable to an auto finance agency, payments of $564 per month, due April 2024, bearing 7.34% interest. The note is collateralized by a vehicle, with a net book value of approximately $29,000. Imputed interest has not been calculated since, in the opinion of the project's management, it is not material to these financial statements.	26,996
Total Long-term Debt, net of unamortized debt issuance costs	5,114,510
Less: Current maturities	119,211
Long-term Debt, Net of Current Maturities and Unamortized Debt Issuance Costs	$ 4,995,299

Amortization of debt issuance costs of approximately $8,600 for the year ended June 30, 2019, is reported on the statement of activities and changes in net assets as interest expense.

NOTE 8 - LONG-TERM DEBT: (Continued)

At June 30, 2019, the aggregate maturities of long-term debt are as follows:

	Year		Amount
	2020	$	119,211
	2021		116,400
	2022		116,809
	2023		117,251
	2024		116,023
	Thereafter		4,681,303
			5,266,997
Less: unamortized debt issuance costs			152,487
Long-term debt, net of unamortized debt issuance costs		$	5,114,510

NOTE 9 - NET ASSETS WITH DONOR RESTRICTIONS:

		June 30, 2019
Net Assets with Donor Restrictions:		
Restricted due to time or use	$	411,483
Restricted in perpetuity - endowment		70,500
Total Net Assets with Donor Restrictions	$	481,983

Net assets released from restrictions were $86,191 for the year ended June 30, 2019.

NOTE 10 - NET ASSETS WITHOUT DONOR RESTRICTIONS: - BOARD DESIGNATED

Board designated net assets of $246,731 reflected on the Statement of Financial Position at June 30, 2019 are designated for the potential payback of state funds related to an underspent grant.

NOTE 11 - ENDOWMENT FUNDS:

Donor-designated Endowment:
The Association's endowment consists of individual funds established for the purpose of supporting Mental Health Association of Essex and Morris, Inc. client's programs. Its endowment includes donor-restricted funds.

Net assets associated with endowment funds are classified and reported based on the existence or absence of donor-imposed restrictions.

The Association follows accounting standards that provide clarification on accounting for donor-restricted endowment funds. The guidance prescribes that the portion of donor-restricted endowment funds that are classified as permanently restricted should not be reduced by losses on the investment of the fund or an organization's appropriations from the fund.

The Board of Directors' interpretation requires the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds absent explicit donor stipulations to the contrary. As a result of this, the Association classifies as permanently restricted net assets the original value of gifts donated to the permanent endowment and the original value of subsequent gifts to the permanent endowment. The remaining portion of the donor-restricted endowment fund that is not classified in permanently restricted net assets is classified as temporarily restricted net assets until those amounts are appropriated for expenditure by the Association. The Association considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

(1) The duration and preservation of the principal of contributions
(2) The purposes of the Association and the donor-restricted endowment fund
(3) General economic conditions
(4) The possible effects of inflation and deflation
(5) The expected total return from income and the appreciation of investments
(6) Other resources of the Association
(7) The investment policies of the Association

<u>Investment Return Objectives, Risk Parameters and Strategies</u>
The Association has adopted investment and spending policies, approved by the Board of Directors, for endowment assets that attempt to provide a predictable stream of funding to programs supported by its endowment funds while also maintaining the purchasing power of those endowment assets over the long-term. Accordingly, the investment process seeks to achieve an after-cost, total real rate of return, including investment income, as well as capital appreciation, which exceeds the annual distribution with acceptable levels of risk.

NOTE 11 - ENDOWMENT FUNDS: (Continued)

Investment Return Objectives, Risk Parameters and Strategies (Continued)
Endowment assets are invested in a well-diversified asset mix, which includes equity and debt securities, that is intended to result in a consistent, inflation-protected rate of return that has sufficient liquidity to make an annual distribution of 5%, while growing the funds if possible. Therefore, the Association expects its endowment assets, over time, to produce an average rate of return exceeding the Consumer Price Index by 3% annually. Actual returns in any given year may vary from this amount. Investment risk is measured in terms of the total endowment fund's investment assets and allocation between asset classes. Strategies are managed so as not to expose the fund to unacceptable levels of risk.

Spending Policy
The Association has a policy of each year appropriating for distribution 5% of the average total net assets at year-end for the five-year period ended with the most recent fiscal year-end. In establishing this policy, the Association considered the long-term expected return on its investment assets; the nature and duration of the individual endowment funds, many of which must be maintained in perpetuity because of donor restrictions; and the possible effects of inflation. The Association expects the current spending policy to allow its endowment funds to grow at a nominal average rate of 3% annually. This is consistent with the Association's objective to maintain the purchasing power of the endowment assets, as well as to provide additional growth through new gifts and investment return.

Endowment net asset composition by type of fund is as follows as of June 30, 2019:

	Without Donor Restrictions	With Donor Restrictions	Total
Donor-restricted endowment funds:			
Original donor-restricted gift amount and amounts required to be maintained in perpetuity by donor	$ -	$ 70,500	$ 70,500
Accumulated investment gains	-	-	-
	$ -	$ 70,500	$ 70,500

NOTE 11 - ENDOWMENT FUNDS: (Continued)

Changes in endowment net assets for the year ended June 30, 2019:

	Without Donor Restrictions	**With Donor Restrictions**	**Total**
Endowment Net Assets, Beginning of year	$ -	$ 70,500	$ 70,500
Investment return, net	-	7,850	7,850
Contributions	-	-	-
Appropriation of endowment assets pursuant to spending-rate policy	-	(7,850)	(7,850)
Endowment Net Assets, End of year	$ -	$ 70,500	$ 70,500

Contributions include donor-restricted contributions, the change in the allowance for uncollectible pledges, and amortization of present value of pledges made for more than one year. Endowment funds are invested with operating funds and all investment income is available for operating expenses at the Board of Director's discretion.

At June 30, 2019, there were no funds with deficiencies.

NOTE 12 - PENSION PLANS:

The Association currently maintains a defined contribution safe harbor profit-sharing plan. The Plan is open to all employees who meet certain eligibility requirements. Effective January 1, 2012, the Plan was changed to a Safe Harbor Plan. The Safe Harbor Plan provides up to a 4% match and discretionary employer contributions to be determined at year-end by the Board of Directors. Contribution expense for the year ended June 30, 2019 was $327,921.

NOTE 13 - NEW JERSEY CHILD ASSAULT PREVENTION PROGRAM:

As a participant in the New Jersey Child Assault Prevention Program ("NJCAP"), the Association receives the funds necessary to pay staff stipends and other expenses associated with the program. Advances are included in support, and disbursements are included in program expenses, $79,911 and $81,191, respectively, for the year ended June 30, 2019. Timing differences in the recording of advances and expenses may result in the appearance of a slight program deficit or a surplus in any given year. As required by the NJCAP, a separate bank account is maintained for all program receipts and disbursements.

NOTE 14 - CONCENTRATIONS OF RISKS:

Financial instruments that expose the Association to concentrations of credit risk consist primarily of cash, cash equivalents, receivables, investments and debt. The Association maintains its cash in bank deposit accounts at high-quality financial institutions. These balances at times may exceed federally insured limits.

The Association receives the majority of its funding from various federal, state and local governmental agencies. The operations of the Association are subject to the administrative directives, rules and regulations of federal, state and local regulatory agencies. Such administrative directives, rules and regulations are subject to changes that may occur because of inadequate funding with little notice to pay for the related costs, including the additional administrative burden, to comply with a change. In addition, under the terms of certain state of New Jersey grants, periodic audits of the grants are required. Such audits could result in claims against the Association for disallowed costs or noncompliance with grantor restrictions. Provisions for estimated adjustments resulting from audit and final settlement have been recorded. Differences between the estimated adjustments and the amount settled are recorded in the year of settlement.

The Association receives support and revenue primarily from grants, fees from governmental agencies, resident and private fees and special events. A significant reduction of such support could have a material impact on the Association's operations. Management does not expect that its support will be materially reduced.

Approximately 41% of the Association's revenue for the year ended June 30, 2019, is from government grants and contracts and fee for service (non-Medicaid) revenue.

The Association's receivables are concentrated with Medicaid and a significant amount of its debt financing is concentrated with governmental agencies. A considerable balance of the Association's investments is concentrated in mutual funds and certificates of deposit. The Association's exposure to concentrations of credit risk is limited by its policy of investing in diverse investments that can be easily converted to cash.

NOTE 15 - COMMITMENTS AND CONTINGENCIES:

Contributions:
The Association is committed to contributing to the support of the State and National Mental Health Associations. The Association has paid or accrued its commitment of $13,297 for the year ended June 30, 2019.

Leases:
The Association leased office facilities in Montclair, New Jersey, under month-to-month leases which expired in May 2019. The Association was responsible for security expenses and for all utilities metered to this rental space.

The Association also leases office facilities in Parsippany New Jersey. The term of the lease is three years and eight months and will expire in March 2023.

During March 2019, the Association entered into a lease agreement for a facility and office space located in West Orange, New Jersey. The term of the lease is six years and ten months and will expire in May 2026.

Future minimum payments on these leases are as follows:

Year Ending June 30,	Amount
2020	$ 518,390
2021	546,749
2022	434,797
2023	362,888
2024	198,549
Thereafter	361,697
	$2,423,070

Rent expense for facilities for the year ended June 30, 2019, totaled $478,470. Equipment rental expense for the year ended June 30, 2019 totaled $84,746.

NOTE 15 - COMMITMENTS AND CONTINGENCIES (Continued):

Grant Advances:

During the year ended June 30, 2019, the Association estimated that approximately $114,000 of the state contract was projected to be unused by the end of the grant year. The Association was granted the approval to use these funds by the state with a requirement to submit the purpose for the use of such funds. The amount is included in deferred revenue for the year ended June 30, 2019, in the accompanying statements of financial position.

Litigation:

The Association is involved in various claims, potential unasserted claims, employment claims, and legal actions arising in the ordinary course of business. Management does not believe any of them will have a material adverse effect on the Association's financial position and changes in net assets.

NOTE 16 - LINE OF CREDIT:

The Association has a revolving line of credit with a bank to fund temporary deficits in its working capital. The available balance on this line of credit is $1,250,000 for the year ended June 30, 2019. The revolving line of credit renews annually. At June 30, 2019, the Association has no borrowings under the line. Interest on the line of credit is payable based on the prime rate as published by the financial institution, not to fall below 5%. The interest rate at June 30, 2019, was 6.25%. Borrowings under this line of credit are secured by all Uniform Commercial Code business assets of the Association.

NOTE 17 - TAX RETURNS:

At June 30, 2019, all required tax returns have been filed.

NOTE 18 - LIQUIDITY AND AVAILABILITY:

The following represents the Association's financial assets at June 30, 2019, reduced by amounts not available for general use within one year of the statement of financial position date because of contractual or donor imposed restrictions or internal designations.

	2019
Cash	$ 1,039,760
Prepaid expenses and other assets	208,221
Investments	1,855,668
Accounts receivable	377,204
Grants and contracts receivable	254,804
Pledges and charity lead annuity trusts receivable, current	40,547
Total Financial Assets	3,776,204
Less amounts not available to be used within one year:	
Net assets with donor restrictions	(481,983)
Financial assets available to meet general expenditures over the next 12 months	$ 3,294,221

The Association has a policy to structure its financial assets to be available as its general expenditures, liabilities, and other obligations come due. In addition, the Association has a line of credit in the amount of $1,250,000 that is fully available to meet cash needs when necessary.

MENTAL HEALTH ASSOCIATION OF ESSEX AND MORRIS, INC.
SCHEDULE OF EXPENDITURES OF FEDERAL AND STATE AWARDS
YEAR ENDED JUNE 30, 2019

Federal Grantor/ Pass-through Grantor/Program Title	Federal CFDA Number	Pass-through Grantor's Number	Award Period	Program Award or Loan Amount	Loan Balance at Beginning of Year	Expenditures
Federal Awards						
U.S. Department of Health and Human Services						
Substance Abuse and Mental Health Services Administration:						
Passed through state of New Jersey						
Department of Human Services						
Division of Mental Health and Addiction Services						
Block Grants for Community Mental Health Services	93.958	30209	7/1/18 - 6/30/19	$ 1,195,527	$ -	$ 1,195,527
Projects for Assistance in Transition from Homelessness	93.150	30209	7/1/18 - 6/30/19	267,468	-	267,468
U.S. Department of Housing and Urban Development	N/A		N/A	829,000	640,000	
Passed through Essex County, New Jersey, Community:						
Development Block Grant		R-2018-00850	N/A	9,678		9,678
Passed through city of East Orange, Community						
Development Block Grant		N/A	N/A	15,000	-	15,000
Development Block Grant		N/A	N/A	12,889	-	12,889
Continuum of Care Program:						
Supportive Housing Program		NJ0116L2F091710	7/1/18 - 6/30/19	48,842		48,842
Continuum of Care Program						
Passed through from Homeless Solutions, Inc.						
Safe Haven	14.235	22-2491675	7/1/18 - 6/30/19	97,200		97,200
Continuum of Care Program:						
Passed through NJ 2-1-1 Partnership:						
Homeless Outreach Services			7/1/18 - 6/30/19	20,592		20,592
Total Federal Awards				**$ 2,496,196**	**$ 640,000**	**$ 1,667,196**

MENTAL HEALTH ASSOCIATION OF ESSEX AND MORRIS, INC.
SCHEDULE OF EXPENDITURES OF FEDERAL AND STATE AWARDS (Continued)
YEAR ENDED JUNE 30, 2019

Federal Grantor/ Pass-through Grantor/Program Title	Federal CFDA Number	Pass-through Grantor's Number	Contract Ceiling	Award Period	Program Award or Loan Amount	Loan Balance at Beginning of Year	Expenditures
State Awards							
State of New Jersey - Division of Mental Health and Addiction Services:							
Involuntary Outpatient Commitment							
Criminal Justice Program							
Collaborative Justice Services (Jail Diversion)	N/A	30209		7/1/18 - 6/30/19	$ 1,335,922	$ -	$ 1,427,240
Projects for Assistance in Transition from Homelessness	N/A	30209		7/1/18 - 6/30/19	316,827	-	285,892
Passed through New Jersey Child Assault Prevention				7/1/18 - 6/30/19	85,603	-	85,603
State of New Jersey - Division of Mental Health and Addiction Services:							
Community Support Services Program	N/A	30209F		7/1/18 - 6/30/19	2,257,535	-	1,530,064
State of New Jersey - Department of Children and Families:							
Children's System of Care	N/A	19CVGR		7/1/18 - 6/30/19	75,000	-	75,000
New Jersey Department of Community Affairs							
SRAP (State Rental Assistance Program)	93.569			1/1/17-6/30/18	165,737	-	165,737
New Jersey Division of Food and Nutrition							
Adult Care Food	N/A				61,294	-	61,294
New Jersey Housing and Mortgage Finance Agency							
NJHMFA	N/A			11/24/08 - 6/30/19	3,725,384	3,725,384	-
Total State Awards					**8,023,302**	**3,725,384**	**3,630,830**
Total Federal and State Awards					**$ 10,519,498**	**$ 4,365,384**	**$ 5,298,026**

NOTE 1 - BASIS OF PRESENTATION:

The accompanying schedule of expenditures of federal and state awards includes the federal and state grant activity of the Association and is presented on the accrual basis of accounting. The information in this 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*. Therefore, some amounts presented in this schedule may differ from amounts presented in, or used in the preparation of, the financial statements.

NOTE 2 - SUBRECIPIENTS:

During the year ended June 30, 2019, the Association did not provide any funds relating to their federal or state programs to subrecipients.

NOTE 3 - INDIRECT COSTS:

During the year ended June 30, 2019, the Association did not elect to use the de minimis cost rate when allocating indirect costs to its federal or state programs.

NOTE 4 - LOAN AND LOAN GUARANTEE PROGRAMS:

As of June 30, 2019, $600,000 was outstanding on the federal loan program. As of June 30, 2019, $3,725,384 was outstanding on the state loan program.

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

To the Board of Directors
Mental Health Association of Essex and Morris, Inc.
Montclair, New Jersey

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 of America, the financial statements of Mental Health Association of Essex and Morris, Inc. ("Association") (a nonprofit organization), which comprise the statement of financial position as of June 30, 2019, and the related statements of activities and changes in net assets, 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 October 17, 2019.

Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered the Association's internal control over financial reporting ("internal control") to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing an opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Association's internal control. Accordingly, we do not express an opinion on the effectiveness of the Association'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 Association'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 the internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Association's financial statements are free of 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 over financial reporting and on compliance and other matters, and the results of that testing, and not to provide an opinion on the effectiveness of the Association's internal control over financial reporting or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Association's internal control over financial reporting, compliance, and other matters. Accordingly, this communication is not suitable for any other purpose.

Sobel & Co., LLC

Certified Public Accountants

Livingston, New Jersey
October 17, 2019

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INDEPENDENT AUDITORS' REPORT ON COMPLIANCE FOR EACH MAJOR PROGRAM AND ON INTERNAL CONTROL OVER COMPLIANCE REQUIRED BY THE UNIFORM GUIDANCE AND NEW JERSEY OFFICE OF MANAGEMENT AND BUDGET CIRCULAR LETTER 15-08

To the Board of Directors
Mental Health Association of Essex and Morris, Inc.
Montclair, New Jersey

Report on Compliance for Each Major Federal and State Program

We have audited Mental Health Association of Essex and Morris, Inc.'s ("Association") compliance with the types of compliance requirements described in the U.S. Office of Management and Budget *Compliance Supplement* and the New Jersey Office of Management and Budget ("NJOMB") Circular Letter 15-08 that could have a direct and material effect on each of the Association's major federal and state programs for the year ended June 30, 2019. The Association's major federal and state programs are identified in the summary of auditors' results section of the accompanying schedule of findings and questioned costs.

Management's Responsibility

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

Auditors' Responsibility

Our responsibility is to express an opinion on compliance for each of the Association's major 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") and NJOMB Circular Letter 15-08. Those standards, the Uniform Guidance, and NJOMB Circular Letter 15-08 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 program occurred. An audit includes examining, on a test basis, evidence about the Association'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 program. However, our audit does not provide a legal determination of the Association's compliance.

Opinion on Each Major Federal and State Program

In our opinion, the Association 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 and state programs for the year ended June 30, 2019.

Report on Internal Control Over Compliance

Management of the Association is responsible for establishing and maintaining effective internal control over the types of compliance requirements referred to above. In planning and performing our audit of compliance, we considered the Association's internal control over compliance with the types of requirements that could have a direct and material effect on each major federal and state 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 and state program and to test and report on internal control over compliance in accordance with the Uniform Guidance and NJOMB Circular Letter 15-08, 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 the Association'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 or state program on a timely basis. A *material weakness in internal control over compliance* is a deficiency, or combination of deficiencies, in internal control and compliance such that there is a reasonable possibility that material noncompliance with a type of compliance requirement of a federal or state 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 or state 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 and NJOMB Circular Letter 15-08. Accordingly, this report is not suitable for any other purpose.

Sobel & Co., LLC

Certified Public Accountants

Livingston, New Jersey
October 17, 2019

I. Summary of Auditors' Results

Financial Statements

The auditors' report issued on the financial statements of Mental Health Association of Essex and Morris, Inc. was an unmodified opinion.

Internal control over financial reporting:

• Material weaknesses identified?	______ Yes	X No
• Significant deficiencies identified?	______ Yes	X No

Noncompliance material to financial statements noted?	______ Yes	X No

Major Federal and State Awards

Internal control over the major federal and state programs:

• Material weaknesses identified?	______ Yes	X No
• Significant deficiencies identified?	______ Yes	X No

Type of auditors' report issued on compliance for the major federal and state programs: Unmodified

Any audit findings disclosed that are required to be reported in accordance with the Uniform Guidance and NJOMB Circular Letter 15-08?	______ Yes	X No

The following federal and state programs were designated as major programs:

CFDA Number	Grant Number	Name of Federal and State Program or Cluster
93.958	30209	U.S. Department of Health and Human Services, Substance Abuse and Mental Health Services Administration, passed through state of New Jersey Department of Human Services, Division of Mental Health and Addiction Services
	30209F	State of New Jersey – Division of Mental Health and Addiction Services Community Support Services Program
	30209	State of New Jersey- Division of Mental Health and Addiction Services - Collaborative Justice Services (Jail Diversion): Projects for Assistance in Transition from Homelessness

Dollar threshold used to distinguish between type A and type B programs: $750,000

Auditee qualified as a low-risk auditee? __X__ Yes ______ No

II. Financial Statement Findings NONE

III. Compliance Findings NONE

IV. Follow-up of Prior-year Audit Findings NONE