FINANCIAL STATEMENTS
AND SUPPLEMENTARY INFORMATION

**DECEMBER 31, 2010 AND 2009** 

# **DECEMBER 31, 2010 AND 2009**

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#### INDEPENDENT AUDITORS' REPORT

To the Board of Trustees Rising Tide Capital, Inc, Jersey City, New Jersey

We have audited the accompanying statements of financial position of Rising Tide Capital, Inc. (a not-for-profit corporation) (the "Organization") as of December 31, 2010 and 2009, the related statements of activities and change in net assets, functional expenses, and cash flows for the years then ended. These financial statements are the responsibility of the Organization's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in Government Auditing Standards, issued by the Comptroller General of the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and the significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Rising Tide Capital, Inc. as of December 31, 2010 and 2009, and the changes in its net assets and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.



In accordance with Government Auditing Standards, we have also issued our report dated April 21, 2011 on our consideration of the Organization's internal control over financial reporting and our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with Government Auditing Standards and should be considered in assessing the results of our audit.

Our audit was conducted for the purpose of forming an opinion on the basic financial statements of Rising Tide Capital, Inc. taken as a whole. The accompanying schedule of expenditures of federal awards and state financial assistance on page 14 is presented for purposes of additional analysis as required by the U.S. Office of Management and Budget Circular A-133, Audits of States, Local Governments, and Non-Profit Organizations, and the New Jersey Office of Management and Budget Circular Letter 04-04 Compliance Supplement, and is not a required part of the basic financial statements. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and, in our opinion, is fairly stated, in all material respects, in relation to the basic financial statements taken as a whole.

Sold + G, LLC

Certified Public Accountants

April 21, 2011 Livingston, New Jersey

# RISING TIDE CAPITAL, INC. STATEMENTS OF FINANCIAL POSITION

		December 31,			
		2010		2009	
ASSETS					
CURRENT ASSETS:					
Cash	\$	287,126	\$	114,608	
Grants and contributions receivable		152,670		159,271	
Prepaid insurance		3,112		1,388	
Total Current Assets		442,908		275,267	
PROPERTY AND EQUIPMENT, Net		19,321		29,850	
	_\$_	462,229	\$	305,117	
LIABILITIES AND NET ASSETS					
LIABILITIES:					
Accounts payable and accrued expenses	<u>\$</u>	28,700	\$_	26,373	
COMMITMENTS AND CONTINGENCIES					
NET ASSETS:					
Unrestricted		201,219		113,744	
Temporarily restricted		232,310		165,000	
Total Net Assets		433,529		278,744	
	_\$_	462,229	\$	305,117	

# STATEMENTS OF ACTIVITIES AND CHANGE IN NET ASSETS

	Year Ended December 31, 2010 Temporarily				Year Ei		December 3	1, 20	09	
	Unrestricted	Restricted		Total	<u>Un</u>	restricted	R	estricted		Total
PUBLIC SUPPORT, REVENUE AND OTHER:										
Program fees	21,905	\$ -	\$	21,905	\$	15,798	\$	•	\$	15,798
Grants and fees from governmental agencies	325,108	-		325,108		310,700		-		310,700
Contributions	193,728	285,000		478,728		199,304		165,000		364,304
Donated services	73,700	-		73,700		82,473		•		82,473
Special events income	3,923	•		3,923		-		-		-
Other revenue	717	-		717		738		•		738
Total Revenue	619,081	285,000		904,081		609,013		165,000		774,013
Net assets released from donor										
and grantor restrictions	217,690	(217,690)		<u>•</u>		-		-		
Total Public Support, Revenue and Other	836,771	67,310		904,081		609,013		165,000		774,013
EXPENSES:										
Program services	569,117	-		569,117		375,239		-		375,239
Fundraising	83,593	-		83,593		67,994		-		67,994
Management and general	96,586	• _		96,586		81,210				81,210
Total Expenses	749,296	•		749,296		524,442		-		524,442
CHANGE IN NET ASSETS	87,475	67,310		154,785		84,571		165,000		249,571
Net Assets, Beginning of year	113,744	165,000	_	278,744		29,173		-		29,173
Net Assets, End of year	\$ 201,219	\$ 232,310	\$	433,529	_\$	113,744	\$	165,000	\$	278,744

# RISING TIDE CAPITAL, INC. STATEMENT OF FUNCTIONAL EXPENSES YEAR ENDED DECEMBER 31, 2010

		Program Fund Services Raising		nagement d General			
Salaries	\$	286,999	\$	46,540	\$ 54,297	\$	387,837
Payroll taxes		19,889		3,225	3,763		26,877
Employee benefits		28,778		4,667	5,444		38,889
Subtotal		335,666		54,432	63,503		453,603
Professional fees		93,718		15,198	17,730		126,646
Occupancy		12,956		2,101	2,451		17,508
Office expenses		11,409		1,850	2,159		15,418
Equipment, software and supplies		23,805		3,860	4,504		32,169
Program seminar and events		47,225		-	•		47,225
Program marketing and outreach		6,467		-	-		6,467
Printing and postage		5,050		819	955		6,824
Travel and meetings		4,149		673	785		5,607
Staff training and							
professional development		7,401		1,211	474		9,086
Repairs and maintenance		6,098		989	1,154		8,240
Insurance		2,760		448	522		3,730
Depreciation		9,531		1,546	1,803		12,880
Interest		235		38	44		317
Special events cost		2,459		399	465		3,321
Miscellaneous		189		31	36		255
	_\$_	569,117	\$	83,593	\$ 96,586	\$	749,296

# RISING TIDE CAPITAL, INC. STATEMENT OF FUNCTIONAL EXPENSES YEAR ENDED DECEMBER 31, 2009

		Program Services		Program Services		Fund Raising		nagement I General	E	Total xpenses
Salaries	\$	218,336	\$	39,203	\$	28,615	\$	286,154		
Payroll taxes		20,888		3,655		3,570		28,113		
Employee benefits		15,314		2,580		1,884		19,778		
Subtotal		254,538		45,438		34,068		334,044		
Professional fees		31,132		3,059		31,873		66,064		
Occupancy		34,434		6,980		5,119		46,533		
Office expenses		8,640		1,751		1,284		11,675		
Equipment, software and supplies		14,153		1,844		1,785		17,782		
Program seminar and events		13,222		2,680		1,965		17,867		
Program marketing and outreach		2,038		-		-		2,038		
Printing and postage		611		3,349		646		4,606		
Travel and meetings		-		1,110		1,219		2,329		
Staff training and professional development		6,546		-		-		6,546		
Repairs and maintenance		4,245		762		556		5,563		
Insurance		-		_		1,607		1,607		
Depreciation		5,680		1,020		744		7,444		
Interest		<u>-</u>	-	-		344		344		
		375,239	\$	67,994	\$	81,210	\$	524,442		

# STATEMENTS OF CASH FLOWS 2010

	Year Ended December 3				
CASH FLOWS PROVIDED BY (USED FOR):		2010		2009	
OPERATING ACTIVITIES:					
Change in net assets	\$	154,785	\$	249,571	
Adjustments to reconcile change in net assets					
to net cash provided by operating activities:					
Depreciation		12,880		7,444	
Changes in certain assets and liabilities:					
Grants and contributions receivable		6,601		(159,271)	
Prepaid insurance		(1,724)		(1,388)	
Accounts payable and accrued expenses		2,327		13,475	
Net Cash Provided by Operating Activities		174,869		109,831	
INVESTING ACTIVITIES:					
Purchases of property and equipment		(2,351)		(30,265)	
NET INCREASE IN CASH		172,518		79,566	
CASH					
Beginning of year		114,608		35,042	
End of year	\$	287,126	\$	114,608	
SUPPLEMENTAL DISCLOSURE OF CASH FLOWS INFORM	ATIO	N٠			
SOLI ELMENTAL DISCLOSURE OF CASH LOWS IN ORM	71110	14.			
Cash paid during the year for interest	\$	317	\$	344	

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2010 AND 2009

#### NOTE 1 - NATURE OF ORGANIZATION:

Rising Tide Capital, Inc. (the "Organization") is a corporation organized to facilitate economic development through entrepreneurship. The Organization's mission is to assist struggling entrepreneurs and distressed communities through the development of strong businesses that transform lives, strengthen families and create thriving, sustainable neighborhoods. The Organization's vision is to build a replicable model for high-quality entrepreneurial development services that can be locally adopted in other low-income communities to be used for social and economic empowerment.

#### 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 under the FASB Accounting Standards Codification.

#### Financial Statement Presentation:

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

#### Unrestricted Net Assets

Unrestricted net assets are net assets that are not subject to donor-imposed stipulations. Unrestricted net assets are those currently available for use by the Organization's Board of Trustees.

#### Temporarily Restricted Net Assets

Net assets subject to donor-imposed stipulations that may or will be met, either by actions of the Organization and/or the passage of time. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions.

#### Permanently Restricted Net Assets

Net assets subject to donor-imposed stipulations that they be maintained permanently by the Organization. Generally, the donors of these assets permit the Organization to use all or part of the income earned on any related investments for general or specific purposes.

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2010 AND 2009

#### NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES:

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

In determining fair value, the Organization utilizes valuation techniques that maximize the use of observable inputs and minimize the use of unobservable inputs to the extent possible as well as considers counterparty credit risk (or other parties such as counterparty in a swap) in its assessment of fair value.

#### Grants and Contributions Receivable:

Grants and contributions receivable are stated at the amount management expects to collect from outstanding balances. The Organization charges uncollectible accounts receivable to operations when determined to be uncollectible. At December 31, 2010 and 2009, an allowance was not deemed necessary.

#### Property and Equipment:

Fixed assets are recorded at cost on the date of acquisition, or at the fair value of the asset using Level 2 inputs, 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 7 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 or maintenance and repairs that are greater than \$1,000 are capitalized when they increase the useful life of the asset.

# NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2010 AND 2009

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

#### 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.

Donated Property, Goods and Services:

Amounts are reported in the financial statements for voluntary donations of services when those services create or enhance non-financial assets or require specialized skills provided by individuals possessing those skills and which would be typically purchased if not provided by donation. Donated property, goods and services are recorded as contributions at their estimated fair value at the date of donation. The Organization used "Level 2" inputs, based on the market value of similar properties, goods and services, to estimate the fair value of the donated property, goods and services.

Functional Allocation of Expenses:

Program services, management and general and fundraising expenses have been recorded in the statements of activities and change in net assets and on the statements of functional expenses based on both a direct costing method for those expenses directly attributable to a particular program or on an allocation basis based on the salary percentage of each program to total salaries for joint costs attributable to all functions. The Organization's management allocated general and administrative expenses based upon management's best estimates.

#### Income Taxes:

The Organization is exempt from federal and state income taxes under Section 501(c)(3) of the Internal Revenue Code.

The Organization follows accounting standards that provide clarification on accounting for uncertainty in income taxes recognized in the Organization's financial statements. The guidance prescribes a recognition threshold and measurement attribute for the financial statement recognition and measurement of a tax position taken or expected to be taken in a tax return, and also provides guidance on de-recognition, classification, interest and penalties, disclosure and transition. Tax returns for certain years are subject to audit by federal and state jurisdictions. At December 31, 2010 and 2009, there are no significant income tax uncertainties that are expected to have a material impact on the Organization's financial statements.

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2010 AND 2009

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

#### Use of Estimates:

In preparing 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.

#### Revenue Recognition:

Funds received from various federal, and state agencies represent grants awarded to Rising Tide Capital, Inc. to provide program services. Revenue with respect to these awards is recognized to the extent of expenses incurred under the award terms. Upon completion or expiration of a grant, unexpended funds are not available to Rising Tide Capital, Inc. and must be returned to the awarding agency.

#### Reclassifications:

Certain amounts have been reclassified in the 2009 financial statements to conform to the 2010 presentation.

#### Subsequent Events:

The Organization has evaluated events subsequent to the statement of financial position date as of December 31, 2010 through April 21, 2011, the date that the financial statements were available to be issued. The Organization is not aware of any subsequent events which would require recognition or disclosure in the financial statements.

#### NOTE 3 - PROPERTY AND EQUIPMENT:

#### Equipment consists of the following:

	December 31,					
	2010	2009				
Furniture and fixtures	\$ 1,800	\$ 1,800				
Computer software and hardware	39,046	36,694				
	40,846	38,494				
Less: Accumulated depreciation	21,525	8,644				
Property and Equipment, Net	\$ 19,321	\$ 29,850				

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2010 AND 2009

#### NOTE 4 - NON-CASH DONATIONS:

During the years ended December 31, 2010 and 2009, the Organization received non-cash donations of property, goods and services and free use of facilities that have been reflected in the accompanying financial statements.

The amount of donated property, goods and services for the years ended December 31, 2010 and 2009 was \$70,811 and \$82,473, respectively, which included \$30,265 of in-kind contributions of fixed assets in December 31, 2009 and \$27,619 and \$6,000, respectively, of in-kind services of professional services. Amounts have been recorded in the accompanying financial statements for the fair value of the donated facilities (\$38,906 and \$46,208 for the years ended December 31, 2010 and 2009, respectively) for various program and administrative functions. The use of the facility, where the Organization operates, was donated by the Jersey City Economic Development Corporation which owns the real property and most of the personal property at the site. All operating and maintenance expenses for the facilities are the responsibility of the Organization.

During last quarter of 2010, the Organization leased office space from an unrelated entity under an operating month to month lease. Under these lease, the Organization is charged a base rent of \$1,500 a month. The Organization has not paid base rent in 2010 in connection with the lease. Such amount is included in account payable and accrued expenses at December 31, 2010 on the statement of financial position. The Organization is required to pay a security deposit of \$3,000, which was paid in the second quarter of 2011.

The Organization also regularly receives services from volunteers who are not acting in a professional capacity; such volunteer services do not meet the criteria for financial statement recognition and are not included in the financial statements.

#### NOTE 5 - TEMPORARILY RESTICTED NET ASSETS:

At December 31, 2010 and 2009, the Organization has \$232,310 and \$165,000 respectively, in temporarily restricted net assets comprised of contributions restricted by time.

#### NOTE 6 - RETIREMENT PLAN:

The Organization established a 401(k) retirement plan that covers substantially all employees meeting the Plan's eligibility requirements. Employees' contributions to the Plan are via payroll deduction and the Organization does not match employee contributions.

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2010 AND 2009

#### NOTE 7 - CONCENTRATIONS OF RISK:

#### Support and Revenue:

The Organization received a substantial portion of its revenues from federal and state programs. The Organization received approximately 36% and 40% for the years ended December 31, 2010 and 2009, respectively, from government grants. A material reduction of such support could have a significant impact on the Organization's operations. Management, however, does not expect that its support will be materially reduced. The Organization is also subject to audits by certain State and Federal departments which may result in findings based on various issues. Anticipation of potential audit results is currently not determinable. Accordingly, no accruals have been recorded in the financial statements for any adjustments that might be required based on potential future audits.

#### Cash:

The Organization maintains cash balances at various financial institutions, which at times, may be in excess of federally insured limits.

#### NOTE 8 - TAX RETURNS:

At December 31, 2010 and 2009, all required tax returns have been filed.

# SUPPLEMENTARY INFORMATION SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS AND STATE FINANCIAL ASSISTANCE YEAR ENDED DECEMBER 31, 2010

Federal Grantor/Pass Through Grantor/ Program Title	Federal CFDA Number	Grant Period	Grant ID Number	Program Award Amount		Award		Award		ID Award		Current Year penditures
U.S. DEPARTMENT OF HOUSING AND URBAN DEVELOPMENT												
Passed through Community Development Agencies:												
Block Grants: Jersey City	14.218	4/1/09 - 3/31/10 4/1/10 - 3/31/11	51-200-56-851-631 52-200-56-851-631	\$ \$	100,000 150,000	63,127 109,683						
Enterprise and Economic Development Initiative	14.514	10/1/10 - 9/30/11	N/A	\$	80,000	\$ 20,000						
U.S. SMALL BUSINESS ADMINISTRATION												
Program for Investment in Microentrepreneurs Act of 1999 ("PRIME")	59.05	9/30/09 - 9/29/11	SBAHQ-09-Y-0115		167,000	102,574						
Total Federal Awards				\$	497,000	\$ 295,384						
NEW JERSEY DEPARTMENT OF COMMUNITY AFFAIRS												
Passed through City of Jersey City:												
Urban Enterprise Zone program	N/A	3/10/09 - 3/31/10	09-118		250,000	29,724						
Total Federal Awards and State Financial Assistance				\$	747,000	\$ 325,108						

NOTE TO THE SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS AND STATE FINANCIAL ASSISTANCE YEAR ENDED DECEMBER 31, 2010

#### NOTE 1 - BASIS OF PRESENTATION:

The accompanying schedule of expenditures of federal and state financial assistance includes the federal and state grant activity of the Organization and is presented on the accrual basis of accounting. The information in this schedule is presented in accordance with the requirements of U.S. Office of Management and Budget Circular A-133, *Audits of States, Local Governments and Non-Profit Organizations* and New Jersey OMB Circular Letter 04-04. Therefore, some amounts presented in this schedule may differ from amounts presented in, or used in the preparation of the financial statements.



# 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 Trustees Rising Tide Capital, Inc. Jersey City, New Jersey

We have audited the financial statements of Rising Tide Capital, Inc. (the "Organization") as of and for the year ended December 31, 2010, and have issued our report thereon dated April 21, 2011. We conducted our audit in accordance with auditing standards generally accepted in the Untied 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.

#### **Internal Control over Financial Reporting**

In planning and performing our audit, we considered Rising Tide Capital, Inc.'s internal control over financial reporting as a basis for designing our auditing procedures for the purpose of expressing our opinion on the financial statements, but not to provide an opinion on effectiveness of Rising Tide Capital, Inc.'s internal control over financial reporting. Accordingly, we do not express an opinion on the effectiveness of Rising Tide Capital, Inc.'s internal control over financial reporting.

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 combination of deficiencies; in internal control such that there is a reasonable possibility that a material misstatement of the Organization's financial statements will not be prevented, or detected and corrected on a timely basis.

Our consideration of internal control over financial reporting was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in the internal control over financial reporting that might be deficiencies, significant deficiencies or material weaknesses. We did not identify any deficiencies in internal control over financial reporting that we consider to be material weaknesses, as defined above.



#### **Compliance and Other Matters**

As part of obtaining reasonable assurance about whether the Organization'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 that are required to be reported under *Government Auditing Standards*.

This report is intended solely for the information of the Board of Trustees, management, and the relevant governmental agencies, and is not intended to be and should not be used by anyone other than these specified parties.

Solution, LLC
Certified Public Accountants

April 21, 2011 Livingston, New Jersey

# **RISING TIDE CAPITAL, INC.** SCHEDULE OF FINDINGS AND QUESTIONED COSTS YEAR ENDED DECEMBER 31, 2010

## I. SUMMARY OF AUDITORS' RESULTS

NONE

	Financial Statements		
	Type of auditors' report issued (unqualified, q	qualified, adverse, o	or disclaimer)
	Internal control over financial reporting:		
	Material weakness(es) identified:	Yes	X No
	<ul> <li>Significant deficiency(ies) identified that are not considered to be material weaknesses</li> </ul>	Yes	X No
	Noncompliance material to financial statements noted	Yes	_X_ No
II.	FINANCIAL STATEMENTS AND COM	PLIANCE FINDI	NGS:
	NONE		
III.	STATUS OF PRIOR YEAR AUDIT FIN	DINGS:	