

THE SOUTHWEST COUNCIL, INC.

AUDIT REPORT

**FOR THE YEARS ENDED
DECEMBER 31, 2022 AND 2021**

THE SOUTHWEST COUNCIL, INC.

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FORD - SCOTT

& ASSOCIATES, L.L.C.

CERTIFIED PUBLIC ACCOUNTANTS

1535 HAVEN AVENUE • OCEAN CITY, NJ • 08226

PHONE 609.399.6333 • FAX 609.399.3710

www.ford-scott.com

Independent Auditor's Report

The Board of Directors
The Southwest Council, Inc.
Vineland, New Jersey

Report on the Audit of the Financial Statements

Opinion

We have audited the accompanying financial statements of The Southwest Council, Inc., (a nonprofit corporation) which comprise the statements of financial position as of December 31, 2022 and 2021, and the related statements of activities, functional expenses and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of The Southwest Council, Inc. as of December 31, 2022 and 2021, and the changes in its net assets and cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in Government Auditing Standards, issued by the Comptroller General of the United States. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of The Southwest Council, Inc. and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinions.

Responsibilities of Management for the Financial Statements

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

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

Auditor's Responsibilities for the Audit of the Financial Statements

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

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

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

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

Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The supplemental information listed in the table of contents and the schedule of expenditures of federal awards, as required by Title 2 U.S. Code of Federal Regulations (CFR) Part 200, Uniform Administrative Requirements, Cost Principles, and Audit Requirements for

Federal Awards, 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 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 supplemental information listed in the table of contents and schedule of expenditures of federal awards are fairly stated, in all material respects, in relation to the basic 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 May 5, 2023 on our consideration of The Southwest Council Inc.'s internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering The Southwest Council Inc.'s internal control over financial reporting and compliance.

Ford, Scott & Associates, L.L.C.

**FORD, SCOTT & ASSOCIATES, L.L.C.
CERTIFIED PUBLIC ACCOUNTANTS**

May 5, 2023

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THE SOUTHWEST COUNCIL, INC.
(a nonprofit corporation)
STATEMENTS OF FINANCIAL POSITION
DECEMBER 31,

	2022	(As Restated) 2021
ASSETS:		
Current assets:		
Cash and Cash equivalents	\$ 863,771	1,618,957
Investments	126,361	126,109
Grants and Accounts Receivable	191,222	221,569
Employee Advances	180	374
Prepaid Expenses	27,330	26,993
Other Assets	811	1,431
Right of Use Assets	422,537	389,903
Total current assets	1,632,212	2,385,336
Land, buildings and equipment, net of depreciation	517,186	552,557
Other Assets:		
Security Deposits	15,065	13,395
TOTAL ASSETS	2,164,463	2,951,288
LIABILITIES AND NET ASSETS:		
Current liabilities:		
Accounts Payable	31,324	13,815
Accrued Payroll Expenses	31,234	27,023
Deferred Revenue	86,046	542,848
Grant Advances	625,268	949,038
Other Current Liabilities	16,954	28,770
Accrued Interest Payable	-	1,001
PPP Loan Payable Current Portion	28,764	28,478
Current Portion of Operating Lease Liabilities	127,504	131,275
Total current liabilities	947,094	1,722,248
Long Term liabilities:		
PPP Loan Payable net of Current Portion	62,324	91,088
Operating Lease Liabilities	295,033	258,628
Total long term liabilities	357,357	349,716
TOTAL LIABILITIES	1,304,451	2,071,964
NET ASSETS:		
Without Donor Restrictions :		
Undesignated	766,382	785,694
Designated for Capital Campaign	93,630	93,630
With Donor Restrictions	-	-
Total net assets	860,012	879,324
TOTAL LIABILITIES AND NET ASSETS	\$ 2,164,463	2,951,288

The accompanying notes are an integral part of these financial statements

THE SOUTHWEST COUNCIL, INC.
(a nonprofit corporation)
STATEMENTS OF ACTIVITIES
FOR THE YEARS ENDED DECEMBER 31,

	Without Donor Restrictions <u>2022</u>	Without Donor Restrictions <u>2021</u>
Changes in net assets:		
Public Support:		
Federal Grants	\$ 2,261,173	1,975,150
Revenue:		
Contracts	60,500	75,100
CCAR Training	130	206
IDRC Program Fees	198,984	214,568
Contributions	4,664	390
Interest Income	4,024	4,554
Miscellaneous	1,501	-
Total Revenues, Gains and Other Support	<u>2,530,976</u>	<u>2,269,968</u>
Expenses:		
Program Services	2,432,043	2,189,201
Support Services	118,245	92,328
Total expenses	<u>2,550,288</u>	<u>2,281,529</u>
Other Income:		
PPP Loan Forgiveness	-	185,572
Total Other Income	<u>-</u>	<u>185,572</u>
Increase/(Decrease) in net assets	(19,312)	174,011
Net assets at beginning of year (As Restated)	879,324	705,313
Net assets at end of year	<u><u>\$ 860,012</u></u>	<u><u>879,324</u></u>

The accompanying notes are an integral part of these financial statements

THE SOUTHWEST COUNCIL, INC.
(a nonprofit corporation)
STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED DECEMBER 31, 2022
(with comparable totals for December 31, 2021)

	PROGRAM SERVICES												
	Gloucester County Regional Coalition	Salem/Cumberland County Regional Coalition	Cumberland County Illegal Substances	Cumberland County Underage Drinking	Gloucester County Illegal Substances	Gloucester County Underage Drinking	Salem County Illegal Substances	Salem County Underage Drinking	Opoid Overdose Recovery	Opoid Community Education Young Athletes	Gloucester County Partnership for Success	Salem County Partnership for Success	Cumberland County Partnership for Success
Salaries	\$ 114,364	127,363	64,771	52,460	79,556	38,980	38,140	24,819	249,737	23,459	43,532	44,410	54,045
Payroll taxes & benefits	35,300	37,802	23,667	20,493	27,202	17,378	8,913	11,371	103,806	5,773	9,239	14,550	8,729
Total salaries and related expenses	149,664	165,165	88,438	72,953	106,758	56,358	47,053	36,190	353,543	29,232	52,771	58,960	62,774
Consultants	873	248	506	490	436	449	494	475	1,672	629	32	344	154
Advertising	2,036	2,726	3,920	2,270	2,465	2,539	2,125	3,637	2,033	13,142	3,006	2,997	3,071
Bank Service Charges	73	166	35	75	105	22	43	12	196	22	39	32	53
Supplies	2,709	2,710	1,423	1,356	1,984	1,076	863	682	7,030	678	890	1,113	1,361
Insurance	1,750	1,974	1,064	904	1,303	638	541	410	4,840	403	732	727	915
Telephone	2,746	2,681	1,029	894	1,384	822	573	462	12,827	822	878	2,000	796
Travel	3,998	3,826	1,320	1,348	1,543	1,358	1,232	1,222	102	1	1	1	1
Training	1,040	2,608	272	223	226	248	241	227	2,354	22	61	39	52
Dues and Subscriptions	988	934	552	447	617	353	283	244	2,635	308	352	405	434
Rent Expense	13,383	3,000	4,821	8,479	3,497	4,346	3,167	3,670	19,306	4,035	5,053	3,606	819
Postage	602	665	388	432	487	246	192	121	1,361	109	234	114	397
Meeting	133	150											
Professional Fees	1,357	2,016	876	613	961	559	572	388	4,423	305	642	548	925
Program Materials	3,179	5,484	5,753	8,072	5,713	5,713	5,753	6,684	2,831	219	181	73	73
Miscellaneous													
Payroll Service	504	536	312	241	348	186	153	115	1,412	98	196	205	252
Utilities	2,928	2,092	1,945	747	802	653	459	500	2,165	836	911	69	656
Interest and Taxes													
Facility Expense	7,738	5,033	2,933	2,395	3,077	2,106	1,772	1,418	9,853	1,608	1,899	479	2,899
Total expenses before depreciation	195,701	202,014	115,587	101,939	131,706	78,072	65,516	56,457	428,583	52,469	67,878	71,712	75,431
Depreciation	823	1,583	1,012	676	1,060	470	518	281	3,304	94	239	99	1,122
Total Expenses	\$ 196,524	203,597	116,599	102,615	132,766	78,542	66,034	56,738	431,887	52,563	68,117	71,811	76,553

THE SOUTHWEST COUNCIL, INC.
(a nonprofit corporation)
STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED DECEMBER 31, 2022
(with comparable totals for December 31, 2021)

	PROGRAM SERVICES										
	Cumberland County Older Adults	Gloucester County Older Adults	Salem County Older Adults	Cumberland County COVID Awareness	Cumberland County Prevention HUB	Cumberland County Marijuana Prevention	Cumberland County Strengthening Families	Gloucester County COVID Awareness	Gloucester County Prevention HUB	Gloucester County Marijuana Prevention	Gloucester County Prevention Screening
Salaries	\$ 42,935	19,059	37,761		1,250	34,918	1,089	2,327	17,801	45,415	16,489
Payroll taxes & benefits	13,597	3,372	10,569		406	10,813	431	1,124	8,660	17,019	2,224
Total salaries and related expenses	56,532	22,431	48,330	-	1,656	45,731	1,520	3,451	26,461	62,434	18,713
Consultants	11	221	212	61	1,678	362	69	1	1	115	80
Advertising	8,007	7,800	7,963	808	8	1,473	1,243	1,251	1,438	1,525	3,324
Bank Service Charges	40	10	42	2		11	2	1	28	12	4
Supplies	984	554	1,133	220	684	2,050	583	38	358	872	285
Insurance	757	290	664	799	16	1,360	816	35	323	660	189
Telephone	438	432	335	895	356	1,660	948	36	370	578	216
Travel	1					26	3	2	1	37	29
Training	30	39	1,382			2			50	2	97
Dues and Subscriptions	349	173	356		23	320	9	17	131	375	3,133
Rent Expense	970	1,726	1,298	5,345	581	18,816	5,502	158	2,240	1,379	576
Postage	195	191	124		169	87	26	10	75	240	70
Meeting								18	18	18	18
Professional Fees	656	445	502	1,092	16	485	1,329	1,092	154	504	211
Program Materials	4,524	3,964	4,208			436			40		
Miscellaneous											
Payroll Service	205	97	199		4	151	11	11	80	189	46
Utilities	361	353	136	1,149	263	1,978	1,208	36	400	610	217
Interest and Taxes											
Facility Expense	1,708	1,373	707	274	855	3,344	1,425	107	796	2,234	643
Total expenses before depreciation	75,768	40,099	67,591	10,645	6,309	78,292	14,358	6,300	32,964	71,784	27,851
Depreciation	628	351	243		298	224	50	27	96	689	188
Total Expenses	\$ 76,396	40,450	67,834	10,645	6,607	78,516	14,408	6,327	33,060	72,473	28,039

THE SOUTHWEST COUNCIL, INC.
(a nonprofit corporation)
STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED DECEMBER 31, 2022
(with comparable totals for December 31, 2021)

	PROGRAM SERVICES										SUPPORT SERVICES			
	Gloucester County Strengthening Families	Salem County COVID Awareness	Salem County Prevention HUB	Salem County Marijuana Prevention	Salem County Prevalence Screening	Salem County Strengthening Families	Treatment Services	Salem County Healthy Communities Coalition	Salem County Intoxicated Driver Resource Center	Cumberland County Intoxicated Driver Resource Center	Total Program Expenses	General And Administrative	Total Support Services Expenses	Totals
Salaries	435	2,978	20,300	46,253	-	9,873	4,814	7,082	18,573	71,425	1,373,287	33,952	1,407,239	1,373,237
Payroll taxes & benefits	160	688	4,095	13,182	-	1,813	1,210	2,766	4,660	10,642	434,782	17,240	452,022	365,544
Total salaries and related expenses	595	3,666	24,395	59,435	-	11,686	6,024	9,848	23,233	82,067	1,808,069	51,192	1,859,261	1,738,781
Consultants		32	56	162		62	33	25	642	80	10,741	5,411	16,152	2,502
Advertising	1,240	1,255	1,390	1,583	808	2,527	1,277	52	201	583	95,956	-	95,956	89,307
Bank Service Charges		1	8	37		9	3	14	406	662	3,182	74	3,256	4,366
Supplies	9	71	567	966		195	113	252	661	2,556	37,273	1,063	38,336	94,015
Insurance	7	49	328	797		139	85	122	497	2,051	26,792	1,075	27,867	22,602
Telephone	11	80	292	811		218	132	76	465	2,175	39,461	2,878	42,339	24,180
Travel	1	3	3,049	62	517	10	3		2	965	21,683	2,967	24,650	7,557
Training			17	1					47	181	9,461	158	9,619	26,595
Dues and Subscriptions	3	28	217	378		3,068	42	49	325	752	21,393	4,380	25,773	17,817
Rent Expense	57	573	1,856	4,902		1,189	964	121	8,118	139,261	7,524	7,524	146,785	94,592
Postage	1	5	86	197		49	12	86	238	616	7,875	180	8,055	5,398
Meeting	18					146	98				373	-	373	97
Professional Fees		64	352	717				69		1,388	20,264	3,634	23,898	11,720
Program Materials		1,092								68	68,474	3,656	72,130	20,372
Miscellaneous												9,497	9,497	15,124
Payroll Service	4	14	95	214		35	23	31	123	368	6,536	220	6,756	5,374
Utilities	18	108	423	766		247	163	76	403	2,112	27,073	1,281	28,354	16,785
Interest and Taxes												1,075	1,075	2,228
Facility Expense	92	221	1,142	2,105		598	255	411	1,902	5,534	70,524	4,261	74,785	44,994
Total expenses before depreciation	2,056	7,262	34,273	73,133	1,325	20,178	9,227	11,111	29,266	110,276	2,414,391	100,526	2,514,917	2,244,406
Depreciation	5	3	131	258	-	95	3	146	916	1,899	17,652	17,719	17,719	37,123
Total Expenses	\$ 2,061	\$ 7,265	\$ 34,404	\$ 73,391	\$ 1,325	\$ 20,273	\$ 9,230	\$ 11,257	\$ 30,182	\$ 112,175	\$ 2,432,043	\$ 118,245	\$ 2,550,288	\$ 2,281,529

(A) - see pages 4-5 for detail of 2021 expenditures

THE SOUTHWEST COUNCIL, INC.
(a nonprofit corporation)
STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED DECEMBER 31, 2021

	PROGRAM SERVICES												
	Gloucester County Regional Coalition	Salem/Cumberland County Regional Coalition	Cumberland County Illegal Substances	Cumberland County Drinking	Gloucester County Illegal Substances	Gloucester County Drinking	Salem County Underage Drinking	Salem County Underage Drinking	Opod Overdose Recovery	Opod Community Education Young Athletes	Gloucester County Partnership for Success	Salem County Partnership for Success	Cumberland County Partnership for Success
Salaries	129,193	144,756	78,320	64,518	91,247	55,061	41,504	36,572	283,268	17,440	47,530	48,976	55,303
Payroll taxes & benefits	29,229	38,403	21,546	21,034	28,028	9,716	6,897	7,248	99,461	2,836	9,799	15,070	14,595
Total salaries and related expenses	158,422	183,159	99,866	85,552	119,275	64,777	48,401	43,820	382,729	20,276	57,329	64,046	69,898
Consultants	21	34	31	23	21	11	3	4	98	-	9	6	23
Advertising	5,481	2,271	2,146	2,102	2,863	2,451	2,363	2,379	2,244	7,992	2,769	3,809	4,119
Bank Service Charges	26	31	15	20	24	13	7	8	84	3	13	12	14
Supplies	7,600	3,512	3,966	1,652	1,597	1,767	1,214	1,471	12,450	429	2,111	2,723	1,303
Insurance	1,915	1,951	1,223	1,095	1,384	790	528	613	4,902	270	883	865	976
Telephone	1,654	1,294	835	803	724	577	388	442	10,524	127	519	496	561
Travel	10	11	51	127	551	33	11	37	42	3	5	4	5
Training	1,969	1,573	1,860	1,852	1,423	1,343	1,322	1,334	1,134	499	2,810	836	871
Dues and Subscriptions	1,166	1,142	689	567	812	458	300	352	2,974	197	538	527	583
Rent Expense	16,327	9,486	6,571	2,380	1,171	5,450	3,636	5,322	18,103	905	3,925	4,704	751
Postage	384	438	304	263	335	153	92	116	1,291	51	122	132	252
Meeting	24	73	784	614	552	293	283	259	2,259	210	533	347	595
Professional Fees	966	1,071	377	2,085	273	273	1,559	1,559	1,632	1,056	761	2,350	37
Program Materials	666	1,102	377	2,085	273	273	1,559	1,559	1,632	1,056	761	2,350	37
Miscellaneous	480	465	298	256	339	190	138	150	1,183	77	207	206	244
Payroll Service	2,862	1,450	936	848	778	994	593	816	2,702	208	804	97	560
Utilities													
Interest and Taxes													
Facility Expense	4,952	4,327	1,443	2,499	3,105	1,766	1,112	1,292	849	477	1,808	620	2,055
Total expenses before depreciation	204,945	213,390	121,395	102,738	135,227	81,339	61,960	59,974	445,200	32,780	75,146	81,780	82,847
Depreciation	641	1,685	1,092	950	1,393	282	148	85	5,711	172	60	16	1,000
Total Expenses	\$ 205,586	\$ 215,075	\$ 122,487	\$ 103,688	\$ 136,620	\$ 81,621	\$ 62,108	\$ 60,059	\$ 450,911	\$ 32,952	\$ 75,206	\$ 81,796	\$ 83,847

THE SOUTHWEST COUNCIL, INC.
(a nonprofit corporation)
STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED DECEMBER 31, 2021

	PROGRAM SERVICES												
	Cumberland County Older Adults	Gloucester County Older Adults	Salem County Older Adults	Cumberland County COVID Awareness	Cumberland County Prevention HUB	Cumberland County Marijuana Prevention	Cumberland County Strengthening Families	Cumberland County Screening	Cumberland County Prevention HUB	Gloucester County COVID Awareness	Gloucester County Prevention Screening	Gloucester County Strengthening Families	Salem County COVID Awareness
Salaries	38,991	46,577	48,381										
Payroll taxes & benefits	11,558	8,029	12,388										
Total salaries and related expenses	50,549	54,606	60,769	-	-	3,008	2,878	1,009	743	587	1,850	1,451	6,015
Consultants	6	4	11										1,236
Advertising	10,462	19,204	15,250		2,059		12	6	6		18	12	105
Bank Service Charges	8	19	13										
Supplies	877	2,705	1,634				38	64			26	78	2,957
Insurance	680	857	833	213	22,413	13,843	18	182			14	22	130
Telephone	387	695	543	96	489	147	112	115	5		12	28	238
Travel	5			56	56	56	56	56			56	56	549
Training	1,219	1,275	1,246										
Dues and Subscriptions	399	445	402				26	87			8		60
Rent Expense	575	3,751	1,980		4,000	180	26				24	87	959
Postage	171	195	154		279								34
Meeting													
Professional Fees	402	506	485		716								15
Program Materials	1,521	1,993	1,194			73							
Miscellaneous													
Payroll Service	171	209	166			15	10				8		30
Utilities	380	603	330			47	11	9				21	194
Interest and Taxes													
Facility Expense	1,441	1,232	1,408		7,033	83	62	12	13		38	61	303
Total expenses before depreciation	69,253	88,299	86,418	365	37,176	17,672	3,249	1,358	823	10,749	2,575	2,134	12,825
Depreciation	677	607	604			7	22		14		18	14	4
Total Expenses	\$ 69,930	\$ 88,906	\$ 87,022	365	37,176	17,679	3,271	1,358	837	10,809	2,593	2,148	12,829

The accompanying notes are an integral part of these financial statements

THE SOUTHWEST COUNCIL, INC.
(a nonprofit corporation)
STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED DECEMBER 31, 2021

	SUPPORT SERVICES									
	Salem County Marijuana Prevention	Salem County Prevention Screening	Salem County Strengthening Families	Treatment Services	Salem County Intoxicated Driver Resource Center	Cumberland County Intoxicated Driver Resource Center	Total Program Expenses	General And Administrative	Total Support Services	Totals 2021
Salaries	\$ 1,381	1,519	812		14,499	62,599	1,339,763	33,474	33,474	1,373,237
Payroll taxes & benefits	173	559	92		3,899	11,715	360,097	5,447	5,447	365,544
Total salaries and related expenses	1,554	2,078	904	-	18,398	74,314	1,699,860	38,921	38,921	1,738,781
Consultants					106	25	2,495	7	7	2,502
Advertising	14	6	8	120	210	690	89,307			89,307
Bank Service Charges				1,063	762	2,177	4,320	46	46	4,366
Supplies	116	24	15		739	3,505	93,309	706	706	94,015
Insurance	23	12			408	1,272	22,210	392	392	22,602
Telephone	22	10			243	686	23,055	1,125	1,125	24,180
Travel	516	56	56	37	1	164	6,081	1,476	1,476	7,557
Training					59	4	22,636	3,959	3,959	26,595
Dues and Subscriptions	7	7			306	827	15,484	2,333	2,333	17,817
Rent Expense	139	13	20		587	1,722	93,212	1,380	1,380	94,592
Postage					109	332	5,305	93	93	5,398
Meeting							97		-	97
Professional Fees						594	11,542	178	178	11,720
Program Materials	75						18,659	1,713	1,713	20,372
Miscellaneous				1,288			1,288	13,836	13,836	15,124
Payroll Service					96	307	5,281	93	93	5,374
Utilities	32	5			214	661	16,337	448	448	16,785
Interest and Taxes							-	2,228	2,228	2,228
Facility Expense	45	23	5	1,050	970	741	41,617	3,377	3,377	44,994
Total expenses before depreciation	2,543	896	1,008	6,124	22,908	88,021	2,172,095	72,311	72,311	2,244,406
Depreciation		16	5		420	1,232	17,106	20,017	20,017	37,123
Total Expenses	\$ 2,543	896	1,013	6,124	23,328	89,253	2,189,201	92,328	92,328	2,281,529

THE SOUTHWEST COUNCIL, INC.
(a nonprofit corporation)
STATEMENTS OF CASH FLOWS
FOR THE YEARS ENDED DECEMBER 31,

	<u>2022</u>	<u>2021</u>
Cash flows from operating activities:		
Change in net assets	\$ (19,312)	174,011
Adjustments to reconcile change in net assets to net cash provided by/(used in) operating activities:		
Depreciation	35,371	37,123
Interest reinvested in investments	(252)	(2,040)
Forgiveness of PPP Loan	-	(185,572)
(Increase)/Decrease in accounts receivable	30,347	(26,528)
(Increase)/Decrease in employee advances	194	(18)
(Increase) in prepaid expenses	(337)	(11,404)
Decrease in other assets	620	730
(Increase) in security deposits	(1,670)	(6,300)
Increase/(Decrease) in accounts payable	17,509	(4,508)
Increase in accrued payroll expenses	4,211	5,456
Increase/(Decrease) in deferred revenue	(456,802)	533,902
Increase/(Decrease) in grant advances	(323,770)	86,461
(Decrease) in other current liabilities	(11,816)	(2,465)
Increase/(Decrease) in accrued interest payable	(1,001)	1,001
Net cash provided by/(used in) operating activities	<u>(726,708)</u>	<u>599,849</u>
Cash flow from investing activities:		
Purchase of depreciable assets	-	(25,002)
Net cash (used in) investing activities	<u>-</u>	<u>(25,002)</u>
Cash flow from financing activities:		
Receipt of PPP loan	-	305,138
Repayment of PPP loan	(28,478)	-
Net cash provided by/(used in) financing activities	<u>(28,478)</u>	<u>305,138</u>
Net increase/(decrease) in cash and cash equivalents	(755,186)	879,985
Cash and cash equivalents at beginning of year	1,618,957	738,972
Cash and cash equivalents at end of year	<u>\$ 863,771</u>	<u>1,618,957</u>
Supplemental Information		
Interest paid	<u>\$ 2,093</u>	<u>1,227</u>
Non Cash Activity:		
Forgiveness of Debt	<u>\$ -</u>	<u>185,572</u>

The accompanying notes are an integral part of these financial statements

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THE SOUTHWEST COUNCIL, INC.
(a nonprofit corporation)
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2022 AND 2021

NOTE 1: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Nature of Organization

The Southwest Council, Inc. (the Agency) is a private nonprofit corporation dedicated to providing substance abuse services in the Counties of Cumberland, Gloucester and Salem, New Jersey.

Basis of Accounting

The Agency utilizes the accrual basis of accounting. Accordingly, revenues are recognized when they are earned and expenses, including depreciation, are recognized when they are incurred.

Basis of Presentation

The accompanying combined financial statements have been presented in accordance with accounting principles generally accepted in the United States of America ("GAAP"). The Council reports information regarding its financial position and activities according to the following net asset classifications:

Net assets without donor restrictions: Net assets that are not subject to donor-imposed restrictions and may be expended for any purpose in performing the primary objectives of the organization. These net assets may be used at the discretion of Southwest Council management and the board of directors.

Net assets with donor restrictions: Net assets subject to stipulations imposed by donors, and grantors. Some donor restrictions are temporary in nature; those restrictions will be met by actions of Southwest Council or by the passage of time. Other donor restrictions are perpetual in nature, where by the donor has stipulated the funds be maintained in perpetuity.

Donor restricted contributions are reported as increases in net assets with donor restrictions. When a restriction expires, net assets are reclassified from net assets with donor restrictions to net assets without donor restrictions in the statements of activities.

It is the policy of the Agency to report donor-restricted contributions whose restrictions are met in the same reporting period as without donor restrictions.

Functional Allocation of Expenses

The costs of providing the various programs and other activities have been summarized on a functional basis in the statement of activities. Accordingly, certain costs have been allocated among the programs and services benefited.

THE SOUTHWEST COUNCIL, INC.
(a nonprofit corporation)
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2022 AND 2021

Income Tax Exemption

The Agency is exempt from Federal income taxes under the Section 501(c)(3) of the Internal Revenue Code. The Agency is also exempt from State income taxes and is registered with the State of New Jersey under the New Jersey Charitable Registration and Investigation Act (CRI) of 1994. No provision has been made for federal or state income taxes.

The Agency regularly reviews and evaluates its tax positions taken in previously filed information returns and as reflected in its financial statements, with regard to issues affecting its tax exempt status, unrelated business income, and related matters. The Agency believes that in the event of an examination by taxing authorities, the Agency's positions would prevail based upon the technical merits of such positions. Therefore, the Agency has concluded that no tax benefits or liabilities are required to be recognized. The Agency is generally no longer subject to examination by the Internal Revenue Service for years before January 1, 2020. The Agency is generally no longer subject to examination by the New Jersey Attorney General for years before January 1, 2019.

Grant and Contract Support

The Agency recognizes funds from the State of New Jersey and other grant sources (cost reimbursable grants) as support, as costs are incurred. A receivable is recognized to the extent costs have been incurred but not reimbursed. Conversely, a liability is recorded when grant advances exceed eligible costs incurred. Advance payments that are received are managed and used when necessary. Upon final determination by the grantor, any excess revenue that was not deemed necessary for the program will be returned.

Contributions

Contributions received are recorded as net assets without donor restrictions or net assets with donor restrictions, depending on the existence and/or nature of any donor-imposed restrictions. Contributions that are restricted by the donor are reported as an increase in net assets without donor restrictions if the restriction expires in the reporting period in which the contribution is recognized. All other donor restricted contributions are reported as an increase in net assets with donor restrictions, depending on the nature of restriction. When a restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statements of activities as net assets released from restrictions.

Contributed property and equipment are recorded at fair value at the date of donation. Contributions with donor-imposed stipulations regarding how long the contributed assets must be used are recorded as net assets with donor restrictions; otherwise, the contributions are recorded as net assets without donor restrictions.

Cash and Cash Equivalents

The Agency considers all short-term investments with an original maturity of three months or less to be cash equivalents.

THE SOUTHWEST COUNCIL, INC.
(a nonprofit corporation)
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2022 AND 2021

In 2022, \$0 was paid for real estate taxes and \$2,093 was paid for interest. In 2021, \$0 was paid for real estate taxes and \$1,227 was paid for interest.

Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Allowance for Doubtful Accounts

The Agency carries its accounts receivable at cost less an allowance for doubtful accounts. On a periodic basis, the Agency evaluates its accounts receivable and establishes an allowance for doubtful accounts. Based on the Agency's analysis, there was no requirement for an allowance as of December 31, 2022 and 2021.

The Agency's policy is not to accrue interest on delinquent accounts receivable.

Property and Equipment

Depreciable assets are valued at historical cost or estimated fair market value for donated assets. Donations of property and equipment are recorded as support at their estimated fair value at the date of donation. Such donations are reported as unrestricted support unless the donor has restricted the donated asset to a specific purpose. Assets donated with explicit restrictions regarding their use and contributions of cash that must be used to acquire property and equipment are reported as restricted support. Absent donor stipulations regarding how long those donated assets must be maintained, the agency reports expirations of donor restrictions when the donated or acquired assets are placed in service as instructed by the donor. The Agency reclassifies net assets with restrictions to net assets without restrictions at that time. Depreciation is calculated based on the straight line method over five (5) or seven (7) years. It is the policy of the Agency to capitalize property and equipment with a cost of \$1,500 and \$1,500 or more in 2022 and 2021, respectively.

Expenditures for maintenance, repairs and minor renewals are charged to expense as incurred; additions and major renewals considered to be betterments are capitalized.

Fixed assets purchased with federal grant monies are restricted to agency use. If the use of the asset changes, a portion of the funds used to purchase the asset must be returned to the funding agent.

Leases

The Agency is a lessee in several operating lease agreements. If the contract provides the Agency the right to substantially all the economic benefits and the right to direct the use of the identified asset, it is considered to be or contain a lease. Right-of-use (ROU) assets and lease liabilities are recognized at the lease commencement date based on the present value of the future lease payments over the expected lease term. ROU assets are also adjusted for any lease prepayments made, lease incentives received, and initial direct costs incurred.

THE SOUTHWEST COUNCIL, INC.
(a nonprofit corporation)
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2022 AND 2021

Lease liabilities are initially and subsequently recognized based on the present value of their future lease payments.

The Agency has elected the short-term lease exemption for all leases with a term of 12 months or less for both existing and ongoing operating leases to not recognize the asset and liability for these leases. Lease payments for short-term leases are recognized on straight-line basis.

The Agency has elected the option to use the risk-free rate determined using a period comparable to the lease terms as the discount rate for leases where the implicit rate is not readily determinable. The risk-free rate option has been applied to the building and office equipment classes of assets.

Right-of-use assets and liabilities as of December 31, 2022 and 2021 are presented as separate line items on the Agency's statements of financial position.

New Accounting Pronouncement

Effective January 1, 2022, the Agency adopted the provisions of FASB ASC Topic 842 (ASU 2016-02), Leases. ASC 842 requires that a lease liability and related right-of-use-asset representing the lessee's right to use or control the asset be recorded on the statement of financial position upon the commencement of all leases, except for those with a lease term of twelve months or less. Leases are classified as either finance leases or operating leases. The Agency has elected to record in its financial statements the effect of FASB ASC 842 as of the beginning of January 1, 2021.

Effective January 1, 2022, the Agency adopted the provisions of FASB ASU 2020-07, Not-for-Profit Entities (Topic 958) Presentation and Disclosures by Not-for-Profit Entities for Contributed Nonfinancial Assets. The amendments in this Update apply to nonprofit organizations that receive contributed nonfinancial assets (also referred to as gifts-in-kind) and address presentation and disclosure of those contributed nonfinancial assets. The term "nonfinancial assets" includes fixed assets (such as land, buildings, and equipment), use of fixed assets or utilities, materials and supplies, intangible assets, cryptocurrency, services, and unconditional promises of those assets. Under ASU 2020-07, organizations must present gifts-in-kind as a separate line item in the statement of activities, apart from gifts of cash and other financial assets. In addition to this presentation requirement, the gifts-in-kind must be further broken down into categories (fixed assets, supplies, contributed services, etc.) in the notes to the financial statements. For each category of contributed nonfinancial assets recognized in the financial statements, further footnote disclosures are required under the ASU, including whether the gifts-in-kind were sold or used, among other disclosures. The provisions of ASU 2020-07 must be applied on a retrospective basis (meaning that all periods presented in comparative financial statements must reflect the requirements of the new standard). Adoption of this standard had no effect on the Agency's net assets for the years ending December 31, 2022 and 2021.

Recent Accounting Pronouncements

Currently there are no new recent accounting pronouncements which would affect the Agency's financial statements.

THE SOUTHWEST COUNCIL, INC.
(a nonprofit corporation)
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2022 AND 2021

NOTE 2: PROGRAM SERVICES

The following programs are provided by the Agency:

Keys to Innervisions – KIV - This program consists of a comprehensive skill-building program for youths ages 12-18 to change the beliefs and behaviors that lead to violence, drug abuse, and related behaviors.

LifeSkills Training (LST) - This program is designed to be taught as a multi-year, multi-tiered program for middle school students. This skill-building program is meant to assist in learning skills in life areas which include drug resistance and general social/life skills.

Coping with Work and Family Stress - This program is a research-validated substance abuse prevention program proven to reduce the risks of alcohol, tobacco, drug abuse, and violence by targeting the major social and psychological factors that promote the initiation of substance use and other risky behaviors. This comprehensive and exciting program provides adults with the confidence and skills necessary to successfully handle challenging situations and to reduce stressors which can contribute to mental or physical health problems.

Keep'in it R.E.A.L. - This program is a multi-cultural program grounded in students' cultural norms. It teaches youth how to live drug-free lives by drawing on their personal strengths and cultural strengths of their families and communities. This program teaches communication and life skills that can combat negative peer pressure and other influences. The program extends resistance and life skills models by using a culturally based narrative and performance framework to enhance anti-drug norms and attitudes. Additionally, it addresses the development of risk assessment, decision-making, and resistance skills. Overall, the program produces significant effects in reducing gateway drug use (alcohol, tobacco and marijuana), increasing attitudes that support non-drug use, strengthening norms that support drug-free choices, and increasing resistance strategies.

Prevention Resource Center – Through this program the agency presents professional programs and technical assistance to various groups throughout the tri-county area. The Resource Center also contains hundreds of books and films, and several thousand pamphlets and fact sheets on many topics related to substance abuse. The Resource Center is a free service and is open to the public.

Footprints for Life - This interactive puppet program is appropriate for children in 2nd and 3rd grades. Lessons include feelings, "I messages", conflict resolution, making decisions, alcohol, tobacco and other drugs.

Parenting for Prevention - This is a highly effective six session skills building program to teach parents about such topics as empowering and not enabling, handling conflict with children, setting limits, reinforcing and rewarding children, and teaching youth how to resolve conflicts.

THE SOUTHWEST COUNCIL, INC.
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NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2022 AND 2021

Intoxicated Driver Resource Center - This program is a 12-hour educational program for all individuals convicted of DWI in the State of New Jersey. Participants must attend the IDRC within their county of residence and undergo a substance abuse assessment, which may require a referral to an approved treatment program. Follow up and case management services are provided by the program staff. The program is funded by fees collected by each participant with a specific focus on Cumberland and Salem Counties..

Evaluation, Assessment, and Treatment Services - The Agency provides professional substance abuse evaluations, assessment, and treatment provided as a professional service for adults.

Camp Y.E.Y. (Youth Empowering Youth) - A free week-long youth leadership development camp for youngsters in grades four to twelfth who have participated in youth prevention/education programs conducted by the Southwest Council, Inc.

The Salem County Healthy Communities Coalition - SCHCC works to reduce substance abuse among youth in Salem County through the collaborative and coordinated efforts of key stakeholders from the entire community. The Coalition is a group of concerned community members of all ages and from all walks of life, including educators, law enforcement, parents, youth, faith leaders, health professionals, media, local government, and businesses. SCHCC also hosts the Salem County Youth Network for teens to participate in their efforts. Some of SCHCC's initiatives include producing a County-wide newsletter, participating in Rx Drug Take-Back events, providing Above the Influence activities to area youth, hosting the Youth Network, and providing trainings for community members in Salem County in an effort to reduce underaged drinking and high-risk behaviors.

Employee Assistance Program - A valuable service provided to local businesses that helps to identify and to assist employees with substance abuse and related problems. Certified/licensed staff provide intervention services to employers to assist them with various concerns.

Strengthening the Families - This program for families includes children and family skill training sessions. Both parents and children learn and practice new behaviors separately, followed by working together so that appropriate responses to various behaviors become easier to incorporate into family interpersonal relations. This program is an integral part of the agency's family prevention support efforts to identify early on-set of substance use and empower healthy family units to implement structures to enhance parenting skills and techniques for parents.

GRASP (Gloucester Regional Addictive Substances Prevention Coalition) - The Gloucester Regional Addictive Substance Prevention Coalition was formed to build healthy communities by reducing underage drinking, illegal substances with a special focus of opioids, and prescription medication across the lifespan. Our Coalition promotes coordination and partnership between organizations to create environments that are alcohol, tobacco and drug free. We build links between local organizations and individuals who are working to accomplish common goals. With the great partnerships of this coalition, we believe that we can crush the illegal use of prescription medication and underage drinking. It is a pleasure to work with the professionals and people of Gloucester County, to make the region of Gloucester County a safer and better place for our children's future.

THE SOUTHWEST COUNCIL, INC.
(a nonprofit corporation)
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2022 AND 2021

SCRATCH (Salem Cumberland Regional Action Toward Community Health Coalition) - SCRATCH engages community partners in Cumberland and Salem Counties to establish and sustain the environmental changes necessary to eliminate substance use and abuse. We will consistently develop and promote healthy opportunities and permanent change for current and future generations.

Partnerships for Success - The Partnerships For Success program is in Cumberland, Salem, and Gloucester Counties and the programs' objective is to decrease youth underage drinking, marijuana use, and misuse of prescription drugs/opioids by youth ages 9-20 and increase knowledge on the causes and effects of underage drinking, marijuana use, and misuse of prescription medications/opioids among youth, families and youth serving systems. Through the implementation of this initiative, policies and practices will be improved to reduce the risk factors and enhance the protective factors associated with behavioral health disorders. These objectives are accomplished through evidence-based prevention, education, and training.

Salem County OORP (Opioid Overdose Recovery Program) - Engage individuals who experienced an opioid overdose to provide non-clinical assistance, recovery supports and appropriate referrals for assessment and substance use disorder treatment.

This program is focused in Salem County and is primarily hospital based. Limited transportation for SWC clients to treatment is offered through this grant.

Too Good for Drugs program - Auto the Robot teaches kids not to be "Auto-matic" when they make decisions. 3rd graders will learn to identify and manage stress, communicate effectively, set goals, learn healthy habits and manage emotions during this 10-session program. Interactive activities, music, workbooks and an engaging robot are used to teach the lessons. In addition, there are other smaller evidence based programs administered by the Agency that provide similar services to those described above.

County Tobacco Youth Action Groups – IncorruptibleUs - A program to establish and maintain a Youth Tobacco Action Group to advocate for tobacco policies, actively engage in tobacco prevention activities, and carry out activities associated with an educational awareness campaign in Cumberland, Gloucester and Salem Counties.

Alternative Approaches to Pain Management for Older Adults: AAPMOA - Provide a comprehensive outreach and educational program in Cumberland, Gloucester and Salem Counties specifically focused on providing older adults (age 60+) with practical information regarding (1) the appropriate use of non-opioid analgesic pain medication; and (2) non-pharmacological approaches to dealing with acute and chronic pain. The Agency shall utilize a two-prong approach in Cumberland, Salem, and Gloucester counties: (1) the facilitation of the evidence-based Wellness Initiative for Senior Education (WISE) program; and (2) raising community awareness through material/literature distribution, community seminars, presentations and health fairs.

Opioid Abuse Prevention for Young Athletes - Implement initiatives to reduce opioid use among young athletes. Address the risks of prescribing opioid analgesics to young athletes for sports-related injuries through the use of evidence-based educational curriculum and approaches that provide information about the risks of prescription opioid use in adolescents – particularly young athletes.

THE SOUTHWEST COUNCIL, INC.
(a nonprofit corporation)
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2022 AND 2021

Prevention HUBs - Centers where individuals, local government entities, and community organizations youth, families and community members can obtain information and resources, and get connected to outreach events, and do brief screenings and/or be connected to needed services in Cumberland, Salem, and Gloucester County. An array of direct services is offered including Marijuana and Youth Access policies, educational programs for youth and adults, and initiatives to reduce the opioid epidemic through early education and support. Knowledgeable support staff provide direct services to residents of each of the three counties.

Prevention Screening/Early Intervention – As part of the Prevention Hub services in Cumberland, Salem, and Gloucester County: Incorporate evidence-based tools for screening into existing prevention programs with various tools including Universal ACE's (Adverse Childhood Experiences), and Social Determinants of Health Screening. The Prevention Hubs will also utilize a screening process to determine if an individual's behavior can be modified through SUD primary prevention education activities or services.

Over the Counter (OTC) and Marijuana Prevention Education – Using the OTC Medication Abuse toolkit developed by CADCA, provides education and outreach to families, individuals, and merchants. The populations of focus will be adolescents and older adults. Enhancement of programs that target underage marijuana use and marijuana accessibility.

NOTE 3: AVAILABILITY AND LIQUIDITY

The following represents the Agency's financial assets at December 31, 2022 and 2021:

Financial assets at year end:	2022	2021
Cash and cash equivalents	\$ 863,771	\$ 1,618,957
Grants and accounts receivable	191,222	221,569
Investments	126,361	126,109
Total financial assets	<u>1,181,354</u>	<u>1,966,635</u>
Less amounts not available to be used within one year:		
Net assets with donor restrictions	<u>-</u>	<u>-</u>
	<u>-</u>	<u>-</u>
Financial assets available to meet general expenditures over the next twelve months	<u>\$ 1,181,354</u>	<u>1,966,635</u>

NOTE 4: INVESTMENTS

The Agency's investments consisted of the following certificate of deposit:

Institution	Fulton Bank CD
Term	24 Months
Maturity	August 23, 2023
Interest Rate	0.200%
Amount	\$126,361

Interest earned on the certificate of deposit is added to the principal balance on a quarterly basis.

THE SOUTHWEST COUNCIL, INC.
(a nonprofit corporation)
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2022 AND 2021

NOTE 5: FAIR VALUE MEASUREMENTS

The Southwest Council's investments are reported at fair value in the accompanying statement of financial position.

Generally Accepted Accounting Principles establishes a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. This hierarchy consists of three broad levels: Level 1 inputs consist of unadjusted quoted prices in active markets for identical assets and have the highest priority, and Level 3 inputs have the lowest priority. The Southwest Council uses appropriate valuation techniques based on the available inputs to measure the fair value of its investments. When available, the Southwest Council measures fair value using Level 1 inputs because they generally provide the most reliable evidence of fair value. No Level 1 or 3 inputs were available to the Southwest Council in years ended December 31, 2022 and 2021.

Level 2 Fair Value Measurements

The fair value of investments is based on other than quoted market prices for similar assets held by the Southwest Council at year-end.

NOTE 6: FIXED ASSETS

A summary of fixed assets at December 31 is as follows:

	<u>2022</u>	<u>2021</u>
Land	\$ 180,300	180,300
Buildings	554,114	554,114
Furniture, Fixtures & Equipment	173,243	173,243
Vehicles	<u>135,919</u>	<u>135,919</u>
	1,043,576	1,043,576
Less: Accumulated Depreciation	<u>(526,390)</u>	<u>(491,019)</u>
Net Property and Equipment	<u>\$ 517,186</u>	<u>552,557</u>

NOTE 7: FEDERAL AND STATE GRANTS

The Agency receives revenue under the State of New Jersey Department of Human Services Primary Prevention of Alcohol and Drug Abuse Grant. The Agency also receives funds, as a subrecipient, from the County of Cumberland to provide specific services for residents in Cumberland County, Salem County, and Gloucester County. These programs are managed by the State of New Jersey Department of Human Services, Division of Addiction Services.

THE SOUTHWEST COUNCIL, INC.
(a nonprofit corporation)
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2022 AND 2021

NOTE 8: GRANTS AND ACCOUNTS RECEIVABLE

Grants and Accounts receivable as of December 31 consist of the following due from program services:

	<u>2022</u>	<u>2021</u>
Grants Receivable	\$ 171,048	202,569
Accounts Receivable	20,173	19,000
Total Grants and Accounts Receivable	<u>\$ 191,221</u>	<u>221,569</u>

NOTE 9: DONATED SERVICES

During 2022 and 2021 the Agency received donated services from the Cumberland County Healthy Communities Coalition in the amount of \$0 and \$0, respectively. Revenues for donated services are recorded as contributions and expenses are recorded as volunteer expense.

NOTE 10: ACCRUED SICK AND VACATION

Employees of the Agency are permitted to accrue vacation time. A maximum of five (5) days are permitted to be carried to the following year. However, employees of the Agency are not permitted to accrue sick time. The employees will not be compensated for any unused sick time therefore; no liability for compensated absences is included in the financial statements. Employees are compensated for all earned vacation days upon separation and a liability has been established in the amount of \$16,954 and \$28,770 for years ended December 31, 2022 and 2021, respectively.

NOTE 11: PAYROLL TAXES

As of December 31, 2022 and 2021, the Agency was current with all payroll and related taxes.

NOTE 12: DEFERRED COMPENSATION PLAN

An employee deferral plan was approved by the Board of Directors and is provided through Morgan Stanley DW, Inc. This plan is a Savings Incentive Match Plan for Employees (SIMPLE) and is available to eligible employees as a salary reduction agreement. In order to be eligible the individual must have been employed by the Agency at least one year and earn at least \$5,000. The agency will match the employee's contribution up to 3% of an employee's annual gross salary.

The amounts contributed by the Agency during the years ended December 31, 2022 and 2021 were \$25,539 and \$19,603 and covered salaries were \$882,932 and \$672,707, respectively.

NOTE 13: CONCENTRATION OF RISK

As of December 31, 2022 and 2021, the Agency had cash equivalents at financial institutions and in money market funds, which exceeded federal insured limits by \$890,660 and \$1,512,836, respectively. These balances fluctuate during the year and can at times exceed the combined FDIC limitations.

THE SOUTHWEST COUNCIL, INC.
(a nonprofit corporation)
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2022 AND 2021

NOTE 14: OPERATING LEASE AGREEMENTS

The Agency leases various properties with terms ranging from 3-6 years under a long-term operating lease agreements. The Agency includes in the determination of the right-of-use assets and lease liabilities any renewal options when the options are reasonably certain to be exercised.

Effective January 11, 2013, the Agency entered into a lease agreement to rent office space in Mantua, NJ. This is a five year lease beginning February 1, 2013 and ending January 31, 2018. The lease was renewed on November 31, 2017 for an additional five year term beginning February 1, 2018 and ending January 31, 2023 with monthly rent payments of \$3,297 including CAM and Water and Sewer of \$273 and \$294, respectively. The lease was renewed in September 2022 for an additional five year term beginning February 1, 2013 and ending January 31, 2028 with monthly rent payments of \$3,603 including CAM and Water and Sewer of \$300 and \$300, respectively.

Effective November 1, 2019 the Agency entered into a lease agreement to rent the basement office space in Mantua, NJ. This lease begins November 1, 2019 and ends January 31, 2023 with monthly rent payments of \$400. The lease was renewed in September 2022 for an additional five year term beginning February 1, 2013 and ending January 31, 2028 with monthly rent payments of \$440.

Effective November 1, 2019 the Agency entered into a lease agreement to rent the office space in Salem, NJ. This is a three year lease beginning November 1, 2019 and ended October 31, 2022 with monthly rent payments of \$2,400 in year one, \$2,460 in year two and \$2,516 in year three.

Effective September 20, 2022, the Agency entered into a lease agreement to rent the office in Salem, NJ. This lease begins October 1, 2022 and ends March 31, 2029 with monthly rent payments of \$2,400.

Effective March 21, 2021 the Agency entered into a lease agreement to rent the basement office space suite 2 in Mantua, NJ. This lease begins June 1, 2021 and ends May 31, 2024 with monthly rent payments of \$2,200.

Effective September 27, 2021, the Agency entered into a lease agreement to rent the office in Vineland, NJ. This lease begins October 1, 2021 and ends September 30, 2026 with monthly rent payments of \$4,000.

The weighted-average discount rate is based on the discount rate implicit in the lease. The Agency has elected the option to use the risk-free rate determined using a period comparable to the lease terms as the discount rate for leases where the implicit rate is not readily determinable. We have applied the risk-free rate option to the office equipment classes of assets. The risk-free rate used to determine the present value of the lease is 3.95% based on a 5-year treasury bill.

THE SOUTHWEST COUNCIL, INC.
(a nonprofit corporation)
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2022 AND 2021

Future minimum payments under the lease as of December 31, 2022 are:

	2022	\$	153,524
✓	2023		153,770
✓	2024		138,716
✓	2025		127,716
✓	2026		115,116
	Thereafter		<u>117,359</u>
Total Annual Minimum Lease Obligations		\$	<u>806,201</u>

NOTE 15: LINE OF CREDIT

On August 12, 2014, the Agency was approved for a \$250,000 promissory note with a revolving line of credit with Fulton Bank with a variable interest rate. Advances under the line of credit were used for short term working capital. The Line of Credit has a \$100,000 certificate of deposit pledged as collateral. Cash advances and payments were \$0 for 2022 and \$0 for 2021.

NOTE 16: GRANT ADVANCES

The Agency recognizes Federal Funds (cost reimbursable grants) as support, as costs are incurred. A receivable is recognized to the extent costs have been incurred but not reimbursed. Conversely, a liability is recorded when grant advances exceed eligible costs incurred. Advance payments that are received are managed and used when necessary. Upon final determination by the grantor, any excess revenue that was not deemed necessary for the program will be returned. As of December 31, 2022 and 2021 the amount due back to grantors is \$625,268 and \$949,038, respectively.

Detail of liability is as follows:

<u>Contract</u>	<u>Contractual Liability</u>
22-815	\$ 12,154
22-896	398
22-752	5,920
21-896	193
21-752	72,299
20-896	12,595
20-815	152,882
20-752	95,565
19-815	67,043
18-815	13,071
16-752	192,687
14-815	461
Total Due as of December 31, 2022	<u>\$ 625,268</u>

THE SOUTHWEST COUNCIL, INC.
(a nonprofit corporation)
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2022 AND 2021

NOTE 17: NET ASSETS

Net assets without donor restrictions for the years ended December 31, 2022 and 2021 are as follows:

	<u>2022</u>	<u>2021</u>
Undesignated (As Restated)	\$ 766,382	785,694
Board Designated	<u>93,630</u>	<u>93,630</u>
Total Net Assets Without Donor Restrictions	<u>\$ 860,012</u>	<u>879,324</u>

On March 22, 2005, the Board of Directors designated funds on deposit in the money market account for a capital campaign. As of December 31, 2021, the amount of designated net assets was \$93,630.

NOTE 18: RECLASSIFICATION OF PRIOR BALANCES

Certain accounts have been reclassified in the prior year to conform with categories established in the current fiscal year.

NOTE 19: PAYCHECK PROTECTION PROGRAM

On February 12, 2021, the Agency received loan proceeds in the amount of \$303,911 under the Paycheck Protection Program (PPP). The PPP, established as part of the Coronavirus Aid, Relief and Economic Security Act (CARES Act) provides loans to qualifying businesses for up to 2.5 times the average monthly payroll expenses of qualifying businesses. The loan is forgivable after 8 or 24 weeks if the borrower uses the loan proceeds for eligible purposes, including payroll, benefits, rent and utilities, and maintains its payroll levels. The amount of loan forgiveness could be reduced if the borrower terminates employees, reduces salary levels, or uses more than 25% of the loan proceeds for “non-payroll” costs as defined by the United States Small Business Administration.

The Council initially recorded a note payable and subsequently recognized revenue when the loan obligation was legally released on October 13, 2021. The Council recognized loan forgiveness income for the year ended December 31, 2021 of \$184,325 in principal and \$1,227 in interest. The Council is required to repay the remaining balance of \$119,566, plus interest accrued at 1% per annum in monthly payments beginning on January 12, 2022. Principal and interest payments are required through the maturity date of February 12, 2026.

THE SOUTHWEST COUNCIL, INC.
(a nonprofit corporation)
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2022 AND 2021

NOTE 20: PPP LOAN PAYABLE

PPP loan payable at December 31, 2022 and 2021, consists of the following:

	<u>2022</u>	<u>2021</u>
PPP Loan, 1.00%. Payable to SBA in equal monthly installments of \$2,463 which includes interest at 1.00% to February 2026.	\$ 91,088	119,566
Current Portion	<u>(28,764)</u>	<u>(28,478)</u>
Total Long-Term Debt	<u><u>\$ 62,324</u></u>	<u><u>91,088</u></u>

Scheduled maturities of PPP loan payable as of December 31, 2022 are as follows:

<u>Year Ending December 31,</u>	
2023	\$ 28,764
2024	29,052
2025	29,345
2026	<u>3,927</u>
	<u><u>\$ 91,088</u></u>

NOTE 21: PRIOR PERIOD ADJUSTMENT

The Council, based on analysis of their records, adjusted the following balance sheet accounts as of January 1, 2021.

Net Assets January 1, 2021	\$ 782,808
Restated for:	
Due to Grantor	<u>(77,495)</u>
Net Assets January 1, 2021 (As Restated)	<u><u>\$ 705,313</u></u>

The Council has identified the amount due to the state under contracts 19-752, 19-815, 21-815, and 21-752 were understated by \$77,495.

NOTE 22: SUBSEQUENT EVENTS

The Agency has evaluated subsequent events through May 5, 2023, the date which the financial statements were available to be issued and no events were identified for disclosure.

SUPPLEMENTARY INFORMATION



FORD - SCOTT

& ASSOCIATES, L.L.C.

CERTIFIED PUBLIC ACCOUNTANTS

1535 HAVEN AVENUE • OCEAN CITY, NJ • 08226

PHONE 609.399.6333 • FAX 609.399.3710

www.ford-scott.com

Independent Auditor's Report

Board of Directors
The Southwest Council, Inc.
Vineland, 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, the financial statements of The Southwest Council Inc., as of and for the year ended December 31, 2022, and the related notes to the financial statements, which collectively comprise The Southwest Council Inc.'s basic financial statements, and have issued our report thereon dated May 5, 2023.

Report on Internal Control over Financial Reporting

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

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

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

Report on Compliance and Other Matters

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

Purpose of this Report

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

Ford, Scott & Associates, L.L.C.

FORD, SCOTT & ASSOCIATES, L.L.C
CERTIFIED PUBLIC ACCOUNTANTS

May 5, 2023



FORD - SCOTT

& ASSOCIATES, L.L.C.

CERTIFIED PUBLIC ACCOUNTANTS

1535 HAVEN AVENUE • OCEAN CITY, NJ • 08226

PHONE 609.399.6333 • FAX 609.399.3710

www.ford-scott.com

Independent Auditor's Report

Board of Directors
The Southwest Council, Inc.
Vineland, New Jersey

Report on Compliance for Each Major Federal Program

Opinion on Each Major Federal Program

We have audited The Southwest Council, Inc.'s compliance with the types of compliance requirements identified as subject to audit in the OMB *Compliance Supplement* that could have a direct and material effect on each of The Southwest Council, Inc.'s major federal programs for the year ended December 31, 2022. The Southwest Council, Inc.'s major federal programs are identified in the summary of auditor's results section of the accompanying schedule of findings and questioned costs.

In our opinion, The Southwest Council, Inc. complied, in all material respects, with the types of compliance requirements referred to above that could have a direct and material effect on each of its major federal programs for the year ended December 31, 2022.

Basis for Opinion on Each Major Federal Program

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

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

Responsibilities of Management for Compliance

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

Auditor's Responsibilities for the Audit of Compliance

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

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

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

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

Report on Internal Control over Compliance

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

compliance requirement of a federal program that is less severe than a material weakness in internal control over compliance, yet important enough to merit attention by those charged with governance.

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

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

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

Ford, Scott & Associates, L.L.C.

**FORD, SCOTT & ASSOCIATES, L.L.C.
CERTIFIED PUBLIC ACCOUNTANTS**

May 5, 2023

THE SOUTHWEST COUNCIL, INC.
(a nonprofit corporation)
SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS
FOR THE YEAR ENDED DECEMBER 31, 2022

State Grantor / Pass-Through Grantor / Program Title	Federal CFDA #/Grant Award #	Federal FAIN #	Grant Period	Program or Award Amount	Receipts or Revenue Recognized	Budgetary Expenditures			(MEMO) Passed Through to Sub-Recipients	(MEMO) Cumulative Expenditures
						Pass Through	Source	Direct		
Federal Funds:										
Department of Health and Human Services										
Passed Through New Jersey Department of Human Services										
Division of Mental Health and Addiction Services										
Utilize Environmental Strategies to Achieve Population Level Change for Cumberland & Salem Counties	93.959	B08TI083538	1/1/22-12/31/22	\$ 202,000	\$ 202,000	202,000				202,000
Utilize Environmental Strategies to Achieve Population Level Change for Gloucester County	93.959	B08TI083538	1/1/22-12/31/22	196,000	196,000	196,000				196,000
Illegal Substance Cumberland County	93.959	B08TI083538	1/1/22-12/31/22	116,400	116,599	116,599				116,599
Underage Drinking Cumberland County	93.959	B08TI083538	1/1/22-12/31/22	100,000	100,000	100,000				100,000
Illegal Substance Gloucester County	93.959	B08TI083538	1/1/22-12/31/22	130,000	130,000	130,000				130,000
Underage Drinking Gloucester County	93.959	B08TI083538	1/1/22-12/31/22	78,000	78,000	78,000				78,000
Illegal Substances Salem County	93.959	B08TI083538	1/1/22-12/31/22	59,000	59,000	59,000				59,000
Underage Drinking Salem County	93.959	B08TI083538	1/1/22-12/31/22	57,000	56,740	56,740				56,740
Opiod Overdose Recovery Salem County Expansion	93.959	B08TI083538	1/1/22-12/31/22	194,360	190,501	190,501				190,501
Opiod Overdose Recovery Salem County	93.959	B08TI083538	10/1/21-9/30/22	258,438	184,529	184,529				184,529
Opiod Overdose Recovery Salem County	93.959	B08TI083538	10/1/22-9/30/23	266,504	56,857	56,857				56,857
Prevention Screening Early Intervention Cumberland County	93.959	B08TI083538	10/1/21-3/14/23	46,666	37,308	37,308				37,308
Prevention Screening Early Intervention Gloucester County	93.959	B08TI083538	10/1/21-3/14/23	46,666	28,040	28,040				28,040
Prevention Early Intervention Cumberland County	93.959	B08TI083538	10/1/21-3/14/23	46,666	20,270	20,270				20,270
Prevention Early Intervention Gloucester County	93.959	B08TI083538	10/1/21-3/14/23	2,000	1,009	1,009				1,009
Prevention Early Intervention Gloucester County	93.959	B08TI083538	10/1/21-3/14/23	2,000	1,104	1,104				1,104
Prevention Early Intervention Gloucester County	93.959	B08TI083538	10/1/21-3/14/23	2,000	1,104	1,104				1,104
Strengthening Families Family Relationships Cumberland County	93.959	B08TI083538	10/1/21-3/14/23	21,000	14,407	14,407				14,407
Strengthening Families Family Relationships Gloucester County	93.959	B08TI083538	10/1/21-3/14/23	21,000	2,060	2,060				2,060
Strengthening Families Family Relationships Salem County	93.959	B08TI083538	10/1/21-3/14/23	21,000	9,229	9,229				9,229
COVID Awareness/Transportation Prev & Vaccines Cumberland County	93.959	B08TI083538	10/1/21-3/14/23	10,000	9,636	9,636				9,636
COVID Awareness/Transportation Prev & Vaccines Gloucester County	93.959	B08TI083538	10/1/21-3/14/23	10,000	6,331	6,331				6,331
COVID Awareness/Transportation Prev & Vaccines Salem County	93.959	B08TI083538	10/1/21-3/14/23	10,000	7,267	7,267				7,267
Prevention HUB Infrastructure Gloucester County	93.959	B08TI083538	10/1/21-3/14/23	50,000	3,388	3,388				3,388
Prevention HUB Infrastructure Gloucester County	93.959	B08TI083538	10/1/21-3/14/23	50,000	33,062	33,062				33,062
Prevention HUB Infrastructure Salem County	93.959	B08TI083538	10/1/21-3/14/23	50,000	34,403	34,403				34,403
OTC-Marijuana Prevention Cumberland County	93.959	B08TI083538	10/1/21-3/14/23	100,000	78,515	78,515				78,515
OTC-Marijuana Prevention Gloucester County	93.959	B08TI083538	10/1/21-3/14/23	100,000	72,474	72,474				72,474
OTC-Marijuana Prevention Salem County	93.959	B08TI083538	10/1/21-3/14/23	100,000	73,390	73,390				73,390
					1,803,223	1,803,223	-	-	-	1,994,664
Strategic Prevention Framework Partnerships for Success	93.243	H79SP023017	10/1/21-9/30/22	211,500	166,490	166,490				210,530
Strategic Prevention Framework Partnerships for Success	93.243	H79SP023017	10/1/22-9/30/23	211,500	49,495	49,495				49,495
					215,985	215,985	-	-	-	260,025
Total Strategic Prevention Framework Partnerships for Success										
Opoid Community Education - Young Athletes	93.243	H79SP023017	10/1/21-9/30/22	39,147	36,814	36,814				38,750
Opoid Community Education - Young Athletes	93.243	H79SP023017	10/1/22-9/30/23	37,620	9,208	9,208				9,208
					46,022	46,022	-	-	-	47,958
Total Opoid Community Education - Young Athletes										
Alternative Approaches to Pain Management - Older Adults	93.243	H79SP023017	10/1/21-9/30/22	225,000	129,197	129,197				218,392
Alternative Approaches to Pain Management - Older Adults	93.243	H79SP023017	10/1/22-9/30/23	225,000	55,489	55,489				55,489
					184,686	184,686	-	-	-	273,881
Total Alternative Approaches to Pain Management - Older Adults										
Total NJ Department of Human Services					2,249,916	2,249,916	-	-	-	2,576,528
<i>Direct Funding</i>										
Cumberland County Healthy Communities Coalition	93.276	SP010001	10/1/22-12/31/22	\$ 125,000	11,257	11,257	-	-	-	11,257
Salem County Healthy Communities Coalition	93.276				11,257	-	-	11,257	-	11,257
					2,261,173	2,249,916	11,257	11,257	-	2,587,785
Total Direct Funding										
Total Federal Funds										

THE SOUTHWEST COUNCIL, INC.
(a nonprofit corporation)
NOTES TO THE SCHEDULE OF FEDERAL AWARDS
DECEMBER 31, 2022

NOTE 1: GENERAL

The accompanying schedule of expenditures of federal awards present the activity of all federal awards of the Agency. The Agency is defined in Note 1 of the Notes to the Financial Statements. All federal awards passed through other governmental agencies are included on the schedules of expenditures of federal awards.

NOTE 2: BASIS OF ACCOUNTING

The accompanying schedule of expenditures of federal awards is presented using the modified accrual basis of accounting. This basis of accounting is described in the Notes to the Agency's financial statements.

NOTE 3: RELATIONSHIP TO THE FINANCIAL STATEMENTS

Amounts reported in the accompanying schedule agree with amounts reported in the Agency's Financial Statements. Financial assistance revenues are reported in the Agency's financial statements on a GAAP basis as follows:

		<u>Amount</u>
Federal	\$	2,261,173
Total	\$	<u>2,261,173</u>

NOTE 4: RELATIONSHIP TO FEDERAL AND FINANCIAL REPORTS

Amounts reported in the accompanying schedule agree with the amounts reported in the related federal financial reports.

NOTE 5: INDIRECT COST RATES

The Agency has elected to use the 10 percent de minimis indirect cost rate as allowed under the Uniform Guidance.

Part I -- Summary of Auditor's Results

Type of auditor's report issued	Unmodified			
Internal control over financial reporting:				
• Material weakness(es) identified?	<u> </u>	yes	<u> X </u>	no
• Significant deficiency(ies) identified?	<u> </u>	yes	<u> X </u>	none reported
Noncompliance material to financial statements noted?		yes	X	no

Internal Control over major programs:

• Material weakness(es) identified?	_____	yes	<u> X </u>	no
• Significant deficiency(ies) identified?	_____	yes	<u> X </u>	none reported

Unmodified

yes X no

Name of Federal Program or Cluster

Block Grants for Prevention and Treatment of Substance Abuse

\$ 750,000

	yes	no
X		

THE SOUTHWEST COUNCIL INC.
(a nonprofit corporation)
SCHEDULE OF FINDINGS AND QUESTIONED COSTS
FOR THE YEAR ENDED DECEMBER 31, 2022
(CONTINUED)

Part I -- Summary of Auditor's Results (continued)

State Awards

Not Applicable

Internal Control over major programs:

- Material weakness(es) identified? _____ yes _____ no
- Significant deficiency(ies) identified? _____ yes _____ none reported

Type of auditor's report issued on
compliance major programs _____

Any audit findings disclosed that are required to
be reported in accordance with NJ OMB Circular 15-08 _____ yes _____ no

Identification of major programs:

<u>GMIS Number(s)</u>	<u>Name of State Program</u>
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

Dollar Threshold used to distinguish between type A and
type B programs:

\$ _____

Auditee qualified as low-risk auditee? _____ yes _____ no

THE SOUTHWEST COUNCIL, INC.
(a nonprofit corporation)
SCHEDULE OF FINDINGS AND QUESTIONED COSTS
FOR THE YEAR ENDED DECEMBER 31, 2022

(CONTINUED)

Part 2 – Schedule of Financial Statement Findings

NONE

Part 3 – Schedule of Federal Award Findings and Questioned Costs

NONE

SUMMARY SCHEDULE OF PRIOR YEAR AUDIT FINDINGS
AND QUESTIONED COSTS AS PREPARED BY MANAGEMENT
FOR THE YEAR ENDED DECEMBER 31, 2022

STATUS OF PRIOR YEAR FINDINGS

NONE

THE SOUTHWEST COUNCIL, INC.
(a nonprofit corporation)
STATEMENT OF COSTS
YEAR ENDED DECEMBER 31, 2022

Cumberland and Salem County Regional Coalition
January 1, 2022 - December 31, 2022

Category	Final Budget	Expenditure Report Results	CPA Audited Results	Variance
Salaries & Fringe	\$ 160,420	151,052	151,052	-
Consultant & Professional	-	106	106	-
Materials & Supplies	3,359	7,865	7,865	-
Facility Costs	5,280	11,978	11,978	-
Specific Assistance to Clients	344	1,225	1,225	-
Other Costs	18,820	14,564	14,564	-
General and Admin Allocation	13,777	16,809	16,809	-
Equipment				-
	<u>\$ 202,000</u>	<u>203,599</u>	<u>203,599</u>	<u>-</u>

Gloucester County Regional Coalition
January 1, 2022 - December 31, 2022

Category	Final Budget	Expenditure Report Results	Current Year CPA Audited Results	Variance
Salaries & Fringe	\$ 158,077	137,947	137,947	-
Consultant & Professional	-	-	-	-
Materials & Supplies	3,216	5,736	5,736	-
Facility Costs	4,645	25,042	25,042	-
Specific Assistance to Clients	344	1,188	1,188	-
Other Costs	13,520	12,159	12,159	-
General and Admin Allocation	16,198	14,454	14,454	-
Equipment				-
	<u>\$ 196,000</u>	<u>196,526</u>	<u>196,526</u>	<u>-</u>

THE SOUTHWEST COUNCIL, INC.
(a nonprofit corporation)
STATEMENT OF COSTS
YEAR ENDED DECEMBER 31, 2022

Illegal Substance
Cumberland County
January 1, 2022 - December 31, 2022

Category	Final Budget	Expenditure Report Results	CPA Audited Results	Variance
Salaries	\$ 95,412	81,424	81,424	-
Consultant & Professional	100	421	421	-
Materials & Supplies	4,638	4,686	4,686	-
Facility Costs	6,357	10,811	10,811	-
Specific Assistance to Clients	1,743	3,489	3,489	-
Other Costs	4,791	7,479	7,479	-
General and Admin Allocation	5,359	8,289	8,289	-
Equipment				-
Total Expenditures	118,400	116,599	116,599	-
Less:				
Program cost funded by other revenue sources				-
Net Expenditures	\$ 118,400	116,599	116,599	-

Underage Drinking
Cumberland County
January 1, 2022 - December 31, 2022

Category	Final Budget	Expenditure Report Results	CPA Audited Results	Variance
Salaries	\$ 81,771	66,520	66,520	-
Consultant & Professional	700	421	421	-
Materials & Supplies	3,029	6,992	6,992	-
Facility Costs	4,676	12,415	12,415	-
Specific Assistance to Clients	1,743	3,489	3,489	-
Other Costs	2,767	5,420	5,420	-
General and Admin Allocation	5,314	7,357	7,357	-
Equipment				-
Total Expenditures	100,000	102,614	102,614	-
Less:				
Program cost funded by other revenue sources				-
Net Expenditures	\$ 100,000	102,614	102,614	-

THE SOUTHWEST COUNCIL, INC.
(a nonprofit corporation)
STATEMENT OF COSTS
YEAR ENDED DECEMBER 31, 2022

Illegal Substance
Gloucester County
January 1, 2022 - December 31, 2022

Category	Final Budget	Expenditure Report Results	CPA Audited Results	Variance
Salaries	\$ 89,778	97,366	97,366	-
Consultant & Professional	-	315	315	-
Materials & Supplies	8,121	5,192	5,192	-
Facility Costs	15,304	8,563	8,563	-
Specific Assistance to Clients	1,694	3,491	3,491	-
Other Costs	7,021	7,019	7,019	-
General and Admin Allocation	8,082	10,819	10,819	-
Equipment				-
Total Expenditures	130,000	132,765	132,765	-
Less:				
Program cost funded by other revenue sources				-
Net Expenditures	\$ 130,000	132,765	132,765	-

Underage Drinking
Gloucester County
January 1, 2022 - December 31, 2022

Category	Final Budget	Expenditure Report Results	CPA Audited Results	Variance
Salaries	\$ 38,519	52,265	52,265	-
Consultant & Professional	-	315	315	-
Materials & Supplies	3,371	4,399	4,399	-
Facility Costs	25,624	7,649	7,649	-
Specific Assistance to Clients	1,694	3,491	3,491	-
Other Costs	5,886	5,454	5,454	-
General and Admin Allocation	2,906	4,969	4,969	-
Equipment				-
Total Expenditures	78,000	78,542	78,542	-
Less:				
Program cost funded by other revenue sources				-
Net Expenditures	\$ 78,000	78,542	78,542	-

THE SOUTHWEST COUNCIL, INC.
(a nonprofit corporation)
STATEMENT OF COSTS
YEAR ENDED DECEMBER 31, 2022

Illegal Substance
Salem County
January 1, 2022 - December 31, 2022

Category	Final Budget	Expenditure Report Results	CPA Audited Results	Variance
Salaries	\$ 39,709	43,478	43,478	-
Consultant & Professional	717	315	315	-
Materials & Supplies	2,305	4,220	4,220	-
Facility Costs	3,616	6,012	6,012	-
Specific Assistance to Clients	1,694	3,491	3,491	-
Other Costs	7,371	4,035	4,035	-
General and Admin Allocation	3,588	4,482	4,482	-
Equipment				-
Total Expenditures	59,000	66,033	66,033	-
Less:				
Program cost funded by other revenue sources				-
Net Expenditures	\$ 59,000	66,033	66,033	-

Illegal Substance
Underage Drinking
Salem County
January 1, 2022 - December 31, 2022

Category	Final Budget	Expenditure Report Results	CPA Audited Results	Variance
Salaries	\$ 40,151	33,483	33,483	-
Consultant & Professional	400	315	315	-
Materials & Supplies	2,405	5,012	5,012	-
Facility Costs	3,740	5,920	5,920	-
Specific Assistance to Clients	1,694	3,491	3,491	-
Other Costs	5,044	5,147	5,147	-
General and Admin Allocation	3,566	3,372	3,372	-
Equipment				-
Total Expenditures	57,000	56,740	56,740	-
Less:				
Program cost funded by other revenue sources				-
Net Expenditures	\$ 57,000	56,740	56,740	-

THE SOUTHWEST COUNCIL, INC.
(a nonprofit corporation)
STATEMENT OF COSTS
YEAR ENDED DECEMBER 31, 2022

Opioid Overdose Recovery Salem County Expansion
January 1, 2022 - December 31, 2022

<u>Category</u>	<u>Final Budget</u>	<u>Expenditure Report Results</u>	<u>CPA Audited Results</u>	<u>Variance</u>
Salaries	\$ 155,309	143,793	143,793	-
Consultant & Professional	-	-	-	-
Materials & Supplies	1,583	3,015	3,015	-
Facility Costs	18,473	17,277	17,277	-
Specific Assistance to Clients	-	-	-	-
Other Costs	4,294	8,318	8,318	-
General and Admin Allocation	14,701	18,098	18,098	-
Equipment				
Total Expenditures	194,360	190,501	190,501	-
Less:				
Program cost funded by other revenue sources				-
Net Expenditures	<u>\$ 194,360</u>	<u>190,501</u>	<u>190,501</u>	<u>-</u>

See accompanying auditor's report.

THE SOUTHWEST COUNCIL, INC.
(a nonprofit corporation)
STATEMENT OF COSTS
YEAR ENDED DECEMBER 31, 2022

Opioid Overdose Recovery
Salem County
October 1, 2021 - September 30, 2022

Category	Final Budget	Expenditure Report Results	CPA Audited Results	Variance
Salaries	\$ 197,852	185,512	185,512	-
Consultant & Professional	-	-	-	-
Materials & Supplies	2,369	7,036	7,036	-
Facility Costs	26,114	20,132	20,132	-
Specific Assistance to Clients	-	-	-	-
Other Costs	11,918	19,054	19,054	-
General and Admin Allocation	20,185	22,129	22,129	-
Equipment	-	-	-	-
Total Expenditures	258,438	253,863	253,863	-
Less:				
Program cost funded by other revenue sources				-
Net Expenditures	\$ 258,438	253,863	253,863	-

Opioid Overdose Recovery Salem
October 1, 2022 - September 30, 2023

Category	Final Budget	Expenditure Report Results	CPA Audited Results	Variance
Salaries	\$ 207,830	39,929	39,929	-
Consultant & Professional	-	-	-	-
Materials & Supplies	2,369	2,659	2,659	-
Facility Costs	26,114	3,735	3,735	-
Specific Assistance to Clients	-	-	-	-
Other Costs	13,752	5,109	5,109	-
General and Admin Allocation	16,439	5,428	5,428	-
Equipment	-	-	-	-
Total Expenditures	266,504	56,860	56,860	-
Less:				
Program cost funded by other revenue sources				-
Net Expenditures	\$ 266,504	56,860	56,860	-

THE SOUTHWEST COUNCIL, INC.
(a nonprofit corporation)
STATEMENT OF COSTS
YEAR ENDED DECEMBER 31, 2022

Prevention Screening Early Intervention Cumberland County
October 1, 2021 - March 14, 2023

Category	Final Budget	Expenditure Report Results	CPA Audited Results	Variance
Salaries	\$ 10,778	13,816	13,816	-
Consultant & Professional	-	8	8	-
Materials & Supplies	3,005	356	356	-
Facility Costs	-	6,617	6,617	-
Specific Assistance to Clients	-	-	-	-
Other Costs	31,555	18,950	18,950	-
General and Admin Allocation	1,328	831	831	-
Equipment				
Total Expenditures	46,666	40,578	40,578	-
Less:				
Program cost funded by other revenue sources				-
Net Expenditures	\$ 46,666	40,578	40,578	-

Prevention Screening Early Intervention Gloucester County
October 1, 2021 - March 14, 2023

Category	Final Budget	Expenditure Report Results	CPA Audited Results	Variance
Salaries	\$ 8,238	12,809	12,809	-
Consultant & Professional	-	-	-	-
Materials & Supplies	2,005	163	163	-
Facility Costs	-	1,827	1,827	-
Specific Assistance to Clients	-	-	-	-
Other Costs	36,300	14,636	14,636	-
General and Admin Allocation	123	1,197	1,197	-
Equipment				
Total Expenditures	46,666	30,632	30,632	-
Less:				
Program cost funded by other revenue sources				-
Net Expenditures	\$ 46,666	30,632	30,632	-

Prevention Screening Early Intervention Salem County
October 1, 2021 - March 14, 2023

Category	Final Budget	Expenditure Report Results	CPA Audited Results	Variance
Salaries	\$ 8,614	18,642	18,642	-
Consultant & Professional	-	-	-	-
Materials & Supplies	15	208	208	-
Facility Costs	7,000	1,233	1,233	-
Specific Assistance to Clients	-	-	-	-
Other Costs	31,000	4,465	4,465	-
General and Admin Allocation	37	1,372	1,372	-
Equipment				
Total Expenditures	46,666	25,920	25,920	-
Less:				
Program cost funded by other revenue sources				-
Net Expenditures	\$ 46,666	25,920	25,920	-

See accompanying auditor's report.

THE SOUTHWEST COUNCIL, INC.
(a nonprofit corporation)
STATEMENT OF COSTS
YEAR ENDED DECEMBER 31, 2022

Preventure Early Intervention Cumberland County
October 1, 2021 - March 14, 2023

Category	Final Budget	Expenditure Report Results	CPA Audited Results	Variance
Salaries	\$ -	-	-	-
Consultant & Professional	-	-	-	-
Materials & Supplies	5	-	-	-
Facility Costs	-	-	-	-
Specific Assistance to Clients	-	-	-	-
Other Costs	1,995	2,303	2,303	-
General and Admin Allocation				-
Equipment				
Total Expenditures	2,000	2,303	2,303	-
Less:				
Program cost funded by other revenue sources				-
Net Expenditures	\$ 2,000	2,303	2,303	-

Preventure Early Intervention Gloucester County
October 1, 2021 - March 14, 2023

Category	Final Budget	Expenditure Report Results	CPA Audited Results	Variance
Salaries	\$ -	-	-	-
Consultant & Professional	-	-	-	-
Materials & Supplies	5	-	-	-
Facility Costs	-	-	-	-
Specific Assistance to Clients	-	-	-	-
Other Costs	1,995	2,221	2,221	-
General and Admin Allocation	-			-
Equipment				
Total Expenditures	2,000	2,221	2,221	-
Less:				
Program cost funded by other revenue sources				-
Net Expenditures	\$ 2,000	2,221	2,221	-

Preventure Early Intervention Salem County
October 1, 2021 - March 14, 2023

Category	Final Budget	Expenditure Report Results	CPA Audited Results	Variance
Salaries	\$ -	-	-	-
Consultant & Professional	-	-	-	-
Materials & Supplies	15	-	-	-
Facility Costs	-	-	-	-
Specific Assistance to Clients	-	-	-	-
Other Costs	1,985	2,205	2,205	-
General and Admin Allocation	-			-
Equipment				
Total Expenditures	2,000	2,205	2,205	-
Less:				
Program cost funded by other revenue sources				-
Net Expenditures	\$ 2,000	2,205	2,205	-

See accompanying auditor's report.

THE SOUTHWEST COUNCIL, INC.
(a nonprofit corporation)
STATEMENT OF COSTS
YEAR ENDED DECEMBER 31, 2022

Strengthening Families Family Relationships Cumberland County
October 1, 2021 - March 14, 2023

Category	Final Budget	Expenditure Report Results	CPA Audited Results	Variance
Salaries	\$ 3,526	2,395	2,395	-
Consultant & Professional	-	8	8	-
Materials & Supplies	380	301	301	-
Facility Costs	2,990	6,035	6,035	-
Specific Assistance to Clients	-	-	-	-
Other Costs	13,303	6,880	6,880	-
General and Admin Allocation	801	145	145	-
Equipment				
Total Expenditures	21,000	15,764	15,764	-
Less:				
Program cost funded by other revenue sources				-
Net Expenditures	\$ 21,000	15,764	15,764	-

Strengthening Families Family Relationships Gloucester County
October 1, 2021 - March 14, 2023

Category	Final Budget	Expenditure Report Results	CPA Audited Results	Variance
Salaries	\$ 9,337	2,218	2,218	-
Consultant & Professional	-	-	-	-
Materials & Supplies	5	80	80	-
Facility Costs	-	356	356	-
Specific Assistance to Clients	-	-	-	-
Other Costs	11,503	1,405	1,405	-
General and Admin Allocation	155	148	148	-
Equipment				-
Total Expenditures	21,000	4,207	4,207	-
Less:				
Program cost funded by other revenue sources				-
Net Expenditures	\$ 21,000	4,207	4,207	-

Strengthening Families Family Relationships Salem County
October 1, 2021 - March 14, 2023

Category	Final Budget	Expenditure Report Results	CPA Audited Results	Variance
Salaries	\$ 1,018	6,289	6,289	-
Consultant & Professional	-	-	-	-
Materials & Supplies	15	128	128	-
Facility Costs	-	1,422	1,422	-
Specific Assistance to Clients	-	-	-	-
Other Costs	19,803	1,610	1,610	-
General and Admin Allocation	164	792	792	-
Equipment				
Total Expenditures	21,000	10,241	10,241	-
Less:				
Program cost funded by other revenue sources				-
Net Expenditures	\$ 21,000	10,241	10,241	-

See accompanying auditor's report.

THE SOUTHWEST COUNCIL, INC.
(a nonprofit corporation)
STATEMENT OF COSTS
YEAR ENDED DECEMBER 31, 2022

COVID Awareness/Transportation Prev & Vaccines Cumberland County
October 1, 2021 - March 14, 2023

Category	Final Budget	Expenditure Report Results	CPA Audited Results	Variance
Salaries	\$ 392	-	-	-
Consultant & Professional	-	8	8	-
Materials & Supplies	20	1,525	1,525	-
Facility Costs	-	4,685	4,685	-
Specific Assistance to Clients	-	-	-	-
Other Costs	9,333	3,782	3,782	-
General and Admin Allocation	255	-	-	-
Equipment				
Total Expenditures	10,000	10,000	10,000	-
Less:				
Program cost funded by other revenue sources				-
Net Expenditures	\$ 10,000	10,000	10,000	-

COVID Awareness/Transportation Prev & Vaccines Gloucester County
October 1, 2021 - March 14, 2023

Category	Final Budget	Expenditure Report Results	CPA Audited Results	Variance
Salaries	\$ 5,244	3,932	3,932	-
Consultant & Professional	-	-	-	-
Materials & Supplies	20	1,125	1,125	-
Facility Costs	-	359	359	-
Specific Assistance to Clients	-	-	-	-
Other Costs	3,334	1,439	1,439	-
General and Admin Allocation	1,402	313	313	-
Equipment				
Total Expenditures	10,000	7,168	7,168	-
Less:				
Program cost funded by other revenue sources				-
Net Expenditures	\$ 10,000	7,168	7,168	-

COVID Awareness/Transportation Prev & Vaccines Salem County
October 1, 2021 - March 14, 2023

Category	Final Budget	Expenditure Report Results	CPA Audited Results	Variance
Salaries	\$ 5,828	3,351	3,351	-
Consultant & Professional	-	-	-	-
Materials & Supplies	30	1,162	1,162	-
Facility Costs	-	910	910	-
Specific Assistance to Clients	-	1,045	1,045	-
Other Costs	3,334	855	855	-
General and Admin Allocation	808			-
Equipment				
Total Expenditures	10,000	7,323	7,323	-
Less:				
Program cost funded by other revenue sources				-
Net Expenditures	\$ 10,000	7,323	7,323	-

See accompanying auditor's report.

THE SOUTHWEST COUNCIL, INC.
(a nonprofit corporation)
STATEMENT OF COSTS
YEAR ENDED DECEMBER 31, 2022

Prevention HUB Infrastructure Cumberland County
October 1, 2021 - March 14, 2023

Category	Final Budget	Expenditure Report Results	CPA Audited Results	Variance
Salaries	\$ -	1,556	1,556	-
Consultant & Professional	-	3,697	3,697	-
Materials & Supplies	4,300	22,997	22,997	-
Facility Costs	45,700	20,731	20,731	-
Specific Assistance to Clients	-	-	-	-
Other Costs	-	176	176	-
General and Admin Allocation	-	843	843	-
Equipment				
Total Expenditures	50,000	50,000	50,000	-
Less:				
Program cost funded by other revenue sources				-
Net Expenditures	\$ 50,000	50,000	50,000	-

Prevention HUB Infrastructure Gloucester County
October 1, 2021 - March 14, 2023

Category	Final Budget	Expenditure Report Results	CPA Audited Results	Variance
Salaries	\$ 26,809	28,086	28,086	-
Consultant & Professional	-	-	-	-
Materials & Supplies	150	2,560	2,560	-
Facility Costs	2,750	4,058	4,058	-
Specific Assistance to Clients	-	-	-	-
Other Costs	17,833	6,856	6,856	-
General and Admin Allocation	2,458	2,311	2,311	-
Equipment				
Total Expenditures	50,000	43,871	43,871	-
Less:				
Program cost funded by other revenue sources				-
Net Expenditures	\$ 50,000	43,871	43,871	-

Prevention HUB Infrastructure Salem County
October 1, 2021 - March 14, 2023

Category	Final Budget	Expenditure Report Results	CPA Audited Results	Variance
Salaries	\$ 10,871	25,562	25,562	-
Consultant & Professional	-	-	-	-
Materials & Supplies	20,150	9,786	9,786	-
Facility Costs	7,400	4,287	4,287	-
Specific Assistance to Clients	-	-	-	-
Other Costs	10,300	4,615	4,615	-
General and Admin Allocation	1,279	2,981	2,981	-
Equipment				
Total Expenditures	50,000	47,231	47,231	-
Less:				
Program cost funded by other revenue sources				-
Net Expenditures	\$ 50,000	47,231	47,231	-

See accompanying auditor's report.

THE SOUTHWEST COUNCIL, INC.
(a nonprofit corporation)
STATEMENT OF COSTS
YEAR ENDED DECEMBER 31, 2022

OTC-Marijuana Prevention Cumberland County
October 1, 2021 - March 14, 2023

Category	Final Budget	Expenditure Report Results	CPA Audited Results	Variance
Salaries	\$ 48,507	37,873	37,873	-
Consultant & Professional	-	50	50	-
Materials & Supplies	5,300	15,683	15,683	-
Facility Costs	-	22,705	22,705	-
Specific Assistance to Clients	-	-	-	-
Other Costs	40,152	15,332	15,332	-
General and Admin Allocation	6,041	4,549	4,549	-
Equipment				
Total Expenditures	100,000	96,192	96,192	-
Less:				
Program cost funded by other revenue sources				-
Net Expenditures	\$ 100,000	96,192	96,192	-

OTC-Marijuana Prevention Gloucester County
October 1, 2021 - March 14, 2023

Category	Final Budget	Expenditure Report Results	CPA Audited Results	Variance
Salaries	\$ 48,392	64,958	64,958	-
Consultant & Professional	-	-	-	-
Materials & Supplies	1,050	760	760	-
Facility Costs	-	5,363	5,363	-
Specific Assistance to Clients	-	-	-	-
Other Costs	45,252	10,894	10,894	-
General and Admin Allocation	5,306	5,469	5,469	-
Equipment				
Total Expenditures	100,000	87,444	87,444	-
Less:				
Program cost funded by other revenue sources				-
Net Expenditures	\$ 100,000	87,444	87,444	-

OTC-Marijuana Prevention Salem County
October 1, 2021 - March 14, 2023

Category	Final Budget	Expenditure Report Results	CPA Audited Results	Variance
Salaries	\$ 60,589	46,594	46,594	-
Consultant & Professional	-	-	-	-
Materials & Supplies	1,050	772	772	-
Facility Costs	7,000	6,719	6,719	-
Specific Assistance to Clients	-	-	-	-
Other Costs	24,729	15,695	15,695	-
General and Admin Allocation	6,632	6,154	6,154	-
Equipment				
Total Expenditures	100,000	75,934	75,934	-
Less:				
Program cost funded by other revenue sources				-
Net Expenditures	\$ 100,000	75,934	75,934	-

See accompanying auditor's report.