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NORTH CAROLINA BOARD OF  
MASSAGE AND BODYWORK THERAPY

Financial Statements

June 30, 2020 and 2019

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**NORTH CAROLINA BOARD OF MASSAGE AND BODYWORK THERAPY**  
**Management's Discussion and Analysis**  
**June 30, 2020 and 2019**

The following is a discussion and analysis of the Board's financial performance for the fiscal year ended June 30, 2020. Please read it in conjunction with the financial statements which follow this section.

### **Financial Highlights**

The operating revenues of the Board decreased \$22,007 or 3% due to a decrease in the background checks income, school renewal fees, and school site visits fees received.

The operating expense of the Board decreased \$180,169 or 22%. Contractual expenses decreased \$99,355 or 18% due to decreased collections. There was also a \$40,640 decrease in hearings, investigations, travel and board expenses resulting from restrictions on nonessential gatherings and personal services which were mandated in response to the coronavirus pandemic.

### **Overview of the Financial Statements**

This discussion and analysis is an introduction to the Board's basic financial statements, which are comprised of two components: 1) financial statements, and 2) notes to financial statements.

#### **Financial Statements**

The financial statements of the Board report information about the Board using accounting methods similar to those used by private sector companies. These statements offer short and long-term financial information about the activities of the Board.

The Statements of Net Position present the current and non-current portions of assets and liabilities separately.

The Statements of Revenues, Expenses, and Changes in Net Position present information on how the Board's assets changed as a result of the years' operations.

The Statements of Cash Flows present information on how the Board's cash changed as a result of the years' activity.

The following presents condensed financial information on the operations of the Board:

	As of and for the Year Ended June 30, 2020	As of and for the Year Ended June 30, 2019
Current Assets	\$ 415,238	\$ 399,201
Current Liabilities	402,015	437,809
Non-Current Liabilities	116,713	146,475
Total Liabilities	<u>518,728</u>	<u>584,284</u>
Total Net Position--Unrestricted	<u>\$ (103,490)</u>	<u>\$ (185,083)</u>
Operating Revenues	\$ 716,867	\$ 738,874
Operating Expenses	638,371	818,540
Operating Income	<u>78,496</u>	<u>(79,666)</u>
Non-Operating Revenue	<u>3,097</u>	<u>2,818</u>
Change in Net Position	<u>\$ 81,593</u>	<u>\$ (76,848)</u>

NORTH CAROLINA BOARD OF MASSAGE AND BODYWORK THERAPY  
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**Events Affecting Future Operations**

Due to the effects of COVID 19, license renewal fees, initial license fees, and other related fees may decrease below typical levels. Historically, new licensees are expected to remain consistent with the prior year and license renewals are expected to be consistent with renewals reported two years ago.

**Contacting the Board's Management**

This financial report is designed to provide a general overview of the Board's finances and to demonstrate the Board's accountability for the money it receives and expends. If you have any questions about this report or need additional information, contact: North Carolina Board of Massage and Bodywork Therapy, PO Box 2539, Raleigh, NC 27602-2539.



Board of Directors  
North Carolina Board of Massage and Bodywork Therapy  
Raleigh, North Carolina

## INDEPENDENT AUDITOR'S REPORT

### Report on the Financial Statements

We have audited the accompanying financial statements of the North Carolina Board of Massage and Bodywork Therapy as of and for the years ended June 30, 2020 and 2019, and the related notes to the financial statements, which collectively comprise the Board's basic financial statements as listed in the table of contents.

### *Management's Responsibility for the Financial Statements*

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

### *Auditors' Responsibility*

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free from material misstatement.

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

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

### *Opinion*

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the North Carolina Board of Massage and Bodywork Therapy as of June 30, 2020 and 2019, and the respective changes in financial position and cash flows thereof for the years then ended in accordance with accounting principles generally accepted in the United States of America.

#### Raleigh

4060 Barrett Drive  
Post Office Box 17806  
Raleigh, North Carolina 27619

919 782 9265  
919 783 8937 FAX

#### Durham

3500 Westgate Drive  
Suite 203  
Durham, North Carolina 27707

919 354 2584  
919 489 8183 FAX

#### Pittsboro

579 West Street  
Post Office Box 1399  
Pittsboro, North Carolina 27312

919 542 6000  
919 542 5764 FAX

## Other Matters

### *Required Supplementary Information*

Accounting principles generally accepted in the United States of America require that the management's discussion and analysis on pages 1 through 2 be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board, who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide an assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

*Koonce, Wootten & Haywood, LLP*

Raleigh, North Carolina  
October 22, 2020

**NORTH CAROLINA BOARD OF MASSAGE AND BODYWORK THERAPY**  
**Statements of Net Position**  
**June 30, 2020 and 2019**

	<u>2020</u>	<u>2019</u>
<b>ASSETS:</b>		
<b>Current Assets:</b>		
Cash	\$ 207,675	\$ 194,485
Certificates of Deposit	204,471	200,000
Accrued Interest	292	1,916
Prepaid Expenses	<u>2,800</u>	<u>2,800</u>
<b>Total Assets</b>	<u>415,238</u>	<u>399,201</u>
<b>LIABILITIES:</b>		
<b>Current Liabilities:</b>		
Accounts Payable	8,438	18,214
Unearned Revenue--Licenses	382,702	408,220
Unearned Revenue--Schools	<u>10,875</u>	<u>11,375</u>
<b>Total Current Liabilities</b>	<u>402,015</u>	<u>437,809</u>
<b>Non-Current Liabilities:</b>		
Unearned Revenue--Licenses	114,213	142,100
Unearned Revenue--Schools	<u>2,500</u>	<u>4,375</u>
<b>Total Non-Current Liabilities</b>	<u>116,713</u>	<u>146,475</u>
<b>Total Liabilities</b>	<u>518,728</u>	<u>584,284</u>
<b>NET POSITION</b>	<u>\$ (103,490)</u>	<u>\$ (185,083)</u>

**NORTH CAROLINA BOARD OF MASSAGE AND BODYWORK THERAPY**  
**Statements of Revenues, Expenses, and Changes in Net Position**  
**For the Years Ended June 30, 2020 and 2019**

	<u>2020</u>	<u>2019</u>
<b>OPERATING REVENUES:</b>		
Fees	<u>\$ 716,867</u>	<u>\$ 738,874</u>
<b>OPERATING EXPENSES:</b>		
Contractual Services	452,746	552,101
Computer and Internet	37,663	33,169
Background Checks	28,538	37,932
Merchant Fees	22,578	17,381
School Approvals	20,984	37,950
Fines Remitted	14,040	15,808
Printing and Binding	13,597	18,571
Hearing/Investigations	13,584	38,950
Travel and Board Expense	10,529	25,803
Copies and Postage	7,648	15,445
Accounting	5,200	5,100
Miscellaneous	4,993	3,418
Office Supplies/Storage/Recall	3,282	12,214
Telephone	2,289	2,098
Seminars and Training	700	2,600
Total Operating Expenses	<u>638,371</u>	<u>818,540</u>
<b>INCOME (LOSS) FROM OPERATIONS</b>	<b>78,496</b>	<b>(79,666)</b>
<b>NON-OPERATING REVENUES:</b>		
Interest Income	<u>3,097</u>	<u>2,818</u>
<b>CHANGE IN NET POSITION</b>	<b>81,593</b>	<b>(76,848)</b>
<b>NET POSITION--Beginning of Year</b>	<b><u>(185,083)</u></b>	<b><u>(108,235)</u></b>
<b>NET POSITION--End of Year</b>	<b><u>\$ (103,490)</u></b>	<b><u>\$ (185,083)</u></b>

**NORTH CAROLINA BOARD OF MASSAGE AND BODYWORK THERAPY**  
**Statements of Cash Flows**  
**For the Years Ended June 30, 2020 and 2019**

	<b>2020</b>	<b>2019</b>
<b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>		
Cash Received from Fees	\$ 661,087	\$ 803,064
Cash Payments for Operating Expenses	<u>(648,147)</u>	<u>(818,505)</u>
Net Cash Provided (Used) by Operating Activities	<u><u>12,940</u></u>	<u><u>(15,441)</u></u>
<b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>		
Interest Income	4,721	1,352
Proceeds (Sale) from Sale of Investments	<u>(4,471)</u>	<u>100,000</u>
Net Cash Provided by Investing Activities	<u><u>250</u></u>	<u><u>101,352</u></u>
NET INCREASE IN CASH	13,190	85,911
CASH--Beginning of Year	<u>194,485</u>	<u>108,574</u>
CASH--End of Year	<u><u>\$ 207,675</u></u>	<u><u>\$ 194,485</u></u>
<b>RECONCILIATION OF INCOME (LOSS) FROM OPERATIONS TO NET CASH PROVIDED (USED) BY OPERATING ACTIVITIES:</b>		
Income (Loss) from Operations	\$ 78,496	\$ (79,666)
Adjustments to Reconcile Income (Loss) from Operations to Net Cash Provided (Used) by Operating Activities:		
Changes in Assets and Liabilities:		
Accounts Payable	(9,776)	35
Unearned Revenue	<u>(55,780)</u>	<u>64,190</u>
Net Cash Provided (Used) by Operating Activities	<u><u>\$ 12,940</u></u>	<u><u>\$ (15,441)</u></u>

**NORTH CAROLINA BOARD OF MASSAGE AND BODYWORK THERAPY**  
Notes to Financial Statements  
June 30, 2020 and 2019

**1. Summary of Significant Accounting Policies**

**A. Organization:**

The North Carolina Board of Massage and Bodywork Therapy (the Board) was created by the 1998 NC General Assembly General Statute Chapter 90, Article 36, to become effective July 1, 1999. The mission and purpose of the Board is to regulate the practice of massage and bodywork therapy in the State of North Carolina in order to ensure minimum standards of competency and to protect the public health, safety and welfare.

The Board regulates the practice of massage and bodywork therapy by:

1. Determining the qualifications of persons seeking to practice massage and bodywork therapy and authorizing persons who have met the statutory requirements to so practice; and
2. Enforcing the provisions of laws governing the practice of massage and bodywork therapy and those duly enacted rules designed to ensure its safe and ethical practice.

The Board is considered an agency of the State of North Carolina for financial reporting purposes.

The Board of Directors is comprised of seven members: five members are massage and bodywork therapists; one is a medical doctor, and one is a member of the general public. Members serve three-year terms and may not serve more than two consecutive terms.

The Governor appoints one therapist member, the physician, and the public member. The Speaker of the House of Representatives appoints two therapist members. The President Pro Tempore of the Senate appoints two therapist members.

**B. Financial Reporting Entity:**

The concept underlying the definition of the financial reporting entity is that elected officials are accountable to their constituents for their actions. As required by accounting principles generally accepted in the United States of America, the financial reporting entity includes both the primary government and all of its component units. An organization other than a primary government serves as a nucleus for a reporting entity when it issues separate financial statements. The accompanying financial statements present all funds and activities for which the Board is responsible.

For financial reporting purposes, the Board is a nonmajor enterprise fund of the primary government of the State of North Carolina and is reported as such in the State's *Comprehensive Annual Financial Report*. These financial statements for the Board are separate and apart from those of the State of North Carolina and do not present the financial position of the State nor changes in the State's financial position and cash flows.

**C. Basis of Presentation:**

The accompanying financial statements have been prepared in accordance with accounting principles generally accepted in the United States of America. The Governmental Accounting Standards Board is the accepted standard setting body for establishing governmental accounting principles and reporting standards.

All activities of the Board are accounted for within a single proprietary (enterprise) fund. Proprietary funds are used to account for operations that are financed and operated in a manner similar to private business enterprises where the intent of the governing body is that the cost of providing goods or services to the general public on a continuing basis be financed or recovered primarily through user charges.

NORTH CAROLINA BOARD OF MASSAGE AND BODYWORK THERAPY  
Notes to Financial Statements  
June 30, 2020 and 2019

1. Summary of Significant Accounting Policies (Continued)

D. Basis of Accounting:

In accordance with *Statement of Governmental Accounting Standards 34*, the Board presents a Statement of Net Position; a Statement of Revenues, Expenses, and Changes in Net Position; and a Statement of Cash Flows. These statements reflect entity-wide operation of the Board. The Board has no fiduciary funds or component units.

The financial statements report all activities of the North Carolina State Board of Massage and Bodywork Therapy using the full accrual basis of accounting. Revenues are recognized in the accounting period in which they are earned and become measurable. Expenses are recognized when incurred, if measurable.

Operating revenues and expenses consist of those revenues and expenses that result from the ongoing principal operations of the Board. Operating revenues consist primarily of license fees.

Non-operating revenues consist of those revenues that are related to investing types of activities and are classified as non-operating in the financial statements.

E. Cash:

For purposes of the statement of cash flows, the Board considers all highly liquid investments with a maturity of three months or less when purchased to be cash.

F. Contractual Services:

The Board does not have any employees. The Board contracts with a law firm to provide legal representation, advice, consultation and assistance in all matters relating to the practice of massage and bodywork therapy in the State of North Carolina. The contract includes providing to the Board consultation and assistance in all matters relating to the practice of massage and bodywork therapy in the State of North Carolina, including approval of massage and bodywork therapy schools, and shall provide office space and equipment as well as the necessary administrative and bookkeeping requirements of the Board. The contract does not include litigation. A fee of 65% of cash collected after certain adjustments is to be paid for contracted services. The contract may be terminated at any time upon mutual consent of both parties or 180 days after one of the contracting parties gives notice of termination; provided, however, the Board pays the law firm for all months worked and expenses incurred to date of termination.

G. Unearned Revenue:

The Board's fees which represent license renewals are recorded as unearned revenue and recognized over the two-year license period. Fees received for initial licenses are either deferred over eighteen months or two years depending on the time of collection. School renewal fees are collected in advance and recorded as deferred revenue at year-end and recognized as revenue over the renewal period. The renewal period is either one or two years depending on the past compliance of the school.

H. Use of Estimates:

The presentation of financial statements in conformity with U.S. generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

NORTH CAROLINA BOARD OF MASSAGE AND BODYWORK THERAPY  
Notes to Financial Statements  
June 30, 2020 and 2019

2. Concentration of Credit Risk

*Custodial Credit Risk.* The Board maintains a demand deposit and certificates of deposit at a commercial bank in North Carolina. At June 30, 2020 and 2019, the Board had carrying amounts of \$412,146 and \$394,485, respectively, and bank balances of \$512,082 and \$429,317, respectively. Of these bank balances, \$250,000 was covered by federal depository insurance and \$262,082 and \$179,317, respectively, was uninsured and the financial institution had pledged collateral to protect the uninsured balance.

3. Insurance

The Board is exposed to various risks of loss related to torts; theft of, damage to, and the destruction of assets; errors and omissions; injuries to employees; and natural disasters. Tort claims of Board members up to \$1,000,000 are self-insured by the State under the authority of the State Tort Claims Act. Additional coverage is provided to the Board under the State's public officers' and employees' liability insurance contract with a private insurance company.

4. Related Parties

The Board had a contract for consulting services relative to school approvals. A member of the contracting company is the spouse of a member of the law firm mentioned in Note 1, "Contractual Services." Payments to the contractor totaled \$11,210 and \$19,185 for the years ended June 30, 2020 and 2019, respectively. The Board also contracts with a related party for computer service who is a relative of a member of the above mentioned law firm. Payments to the contractor totaled \$18,275 and \$20,578 for the years ended June 30, 2020 and 2019, respectively.

5. Deficit in Net Position

As indicated in the accompanying financial statements, the Board showed a deficit in net positions of \$103,490 and \$185,083 for the years ended June 30, 2020 and 2019, respectively.

There was a change in net position of \$81,593 for the year ended June 30, 2020 which partially offset the existing deficit in net position. The negative change in net position was \$76,848 for the year ended June 30, 2019. The Board plans to continue increasing profitability through the pursuit of legislation which would increase fees, limit exemptions for licensing, and require licensing for entities.

6. Subsequent Events

Management of the Board evaluated subsequent events through October 22, 2020, which is the date the financial statements were available to be issued. They discovered no subsequent events that should be disclosed.