

High Point International Home Furnishings Market Authority Corporation

Financial Statements
and Schedule of Expenditures of State Awards
and Reports and Schedules Required by
North Carolina General Statute G.S. 143C-6-22
Years Ended June 30, 2023 and 2022



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Market Authority Corporation**

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High Point International Home Furnishings Market Authority Corporation

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Independent Auditor's Report

Board of Directors
High Point International Home Furnishings Market Authority Corporation
High Point, North Carolina

Opinion

We have audited the accompanying financial statements of High Point International Home Furnishings Market Authority Corporation (a nonprofit entity, the "Organization"), which comprise the statements of financial position as of June 30, 2023 and 2022, and the related statements of activities 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 Organization as of June 30, 2023 and 2022, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. 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 Organization and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

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

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Organization'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 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, 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 Organization'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 Organization'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.

Report on Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The schedule of expenditures of state awards, as required by North Carolina General Statute G.S. 143C-6-22, is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

Other Reporting Required by *Government Auditing Standards*

In accordance with *Government Auditing Standards*, we have also issued our report dated September 12, 2023, on our consideration of the Organization's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, grant agreements, and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of 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 Organization's internal control over financial reporting and compliance.



High Point, North Carolina
September 12, 2023

High Point International Home Furnishings Market Authority Corporation

Statements of Financial Position

<i>June 30,</i>	2023	2022
Assets		
Cash and cash equivalents	\$ 1,763,123	\$ 1,975,653
Investments	2,743,990	2,524,245
Support receivables:		
Transportation	850,000	-
Fiscal recovery	224,454	525,000
Registration	85,729	-
General support	62,500	62,500
Occupancy taxes	46,336	44,694
Other	115	639
Prepaid expenses	308,393	104,054
Operating lease right-of-use assets, net	175,378	-
Property and equipment, net	705,281	698,465
Total assets	\$ 6,965,299	\$ 5,935,250
Liabilities and Net Assets		
Liabilities		
Accounts payable	\$ 111,996	\$ 86,315
Accrued expenses	87,914	149,989
Deferred revenue	15,429	52,597
Operating lease obligations	176,653	-
Total liabilities	391,992	288,901
Commitments and contingencies		
Net assets – without donor restrictions	6,573,307	5,646,349
Total liabilities and net assets	\$ 6,965,299	\$ 5,935,250

See accompanying notes to financial statements.

High Point International Home Furnishings Market Authority Corporation

Statement of Activities

<i>Year ended June 30, 2023</i>	Without Donor Restrictions	With Donor Restrictions	Total
Revenue and support			
Showroom licenses	\$ 1,693,678	\$ -	\$ 1,693,678
City of High Point	1,000,000	-	1,000,000
North Carolina Department of Commerce – Marketing	-	2,305,472	2,305,472
Transportation	-	1,700,000	1,700,000
North Carolina Department of Commerce – Fiscal Recovery	-	750,000	750,000
Occupancy taxes	530,971	-	530,971
Sponsorships	465,608	-	465,608
Registration fees	412,143	-	412,143
Building onsite registration fees	171,552	-	171,552
High Point Convention and Visitors Bureau	150,000	-	150,000
Guilford County	125,000	-	125,000
Miscellaneous	16,385	-	16,385
Net assets released from restrictions:			
Satisfaction of pre-market conditions	222,189	-	222,189
Transportation, marketing, and COVID	4,755,472	(4,755,472)	-
Total revenue and support	9,542,998	-	9,542,998
Expenditures			
Program services			
Transportation	2,085,746	-	2,085,746
Guest services and entertainment	1,567,080	-	1,567,080
Centralized registration	1,013,339	-	1,013,339
Pre-market – exhibitor funded	222,189	-	222,189
Total program services	4,888,354	-	4,888,354
Support services			
Marketing	2,934,004	-	2,934,004
Executive leadership and management	862,618	-	862,618
Depreciation, excluding software	186,790	-	186,790
Miscellaneous income	2,477	-	2,477
Total support services	3,985,889	-	3,985,889
Total expenditures	8,874,243	-	8,874,243
Change in net assets from operations	668,755	-	668,755
Interest income, net	38,456	-	38,456
Investment income	62,967	-	62,967
Realized and unrealized gains on investments, net of losses and fees	156,780	-	156,780
Change in net assets	926,958	-	926,958
Net assets, beginning of year	5,646,349	-	5,646,349
Net assets, end of year	\$ 6,573,307	\$ -	\$ 6,573,307

See accompanying notes to financial statements.

High Point International Home Furnishings Market Authority Corporation

Statement of Activities

<i>Year ended June 30, 2022</i>	Without Donor Restrictions	With Donor Restrictions	Total
Revenue and support			
Showroom licenses	\$ 1,702,509	\$ -	\$ 1,702,509
City of High Point	1,000,000	-	1,000,000
North Carolina Department of Commerce – Marketing	-	2,305,472	2,305,472
Transportation	-	1,700,000	1,700,000
North Carolina Department of Commerce – COVID Grant	-	525,000	525,000
Occupancy taxes	472,047	-	472,047
Sponsorships	412,225	-	412,225
Registration fees	300,644	-	300,644
Building onsite registration fees	158,486	-	158,486
High Point Convention and Visitors Bureau	150,000	-	150,000
Guilford County	125,000	-	125,000
Miscellaneous	114,293	-	114,293
Net assets released from restrictions:			
Satisfaction of pre-market conditions	126,490	-	126,490
Transportation, marketing, and COVID	4,530,472	(4,530,472)	-
Total revenue and support	9,092,166	-	9,092,166
Expenditures			
Program services			
Transportation	1,820,507	-	1,820,507
Guest services and entertainment	1,635,205	-	1,635,205
Centralized registration	887,197	-	887,197
Pre-market – exhibitor funded	126,490	-	126,490
Total program services	4,469,399	-	4,469,399
Support services			
Marketing	3,394,458	-	3,394,458
Executive leadership and management	773,293	-	773,293
Depreciation, excluding software	170,980	-	170,980
Miscellaneous and non-grant COVID expenditures	48,776	-	48,776
Total support services	4,387,507	-	4,387,507
Total expenditures	8,856,906	-	8,856,906
Change in net assets from operations	235,260	-	235,260
Interest and other income (expense), net	(2,440)	-	(2,440)
Investment income	43,513	-	43,513
Realized and unrealized losses on investments, net of gains and fees	(519,268)	-	(519,268)
Change in net assets	(242,935)	-	(242,935)
Net assets, beginning of year	5,889,284	-	5,889,284
Net assets, end of year	\$ 5,646,349	\$ -	\$ 5,646,349

See accompanying notes to financial statements.

High Point International Home Furnishings Market Authority Corporation

Statements of Cash Flows

Year ended June 30,	2023	2022
Cash flows from operating activities		
Change in net assets	\$ 926,958	\$ (242,935)
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation and amortization	229,195	241,238
Net (gain) loss on investments reported at fair value	(181,639)	501,464
Changes in operating assets and liabilities:		
Support receivables	(636,301)	209,677
Prepaid expenses	(204,339)	173,820
Other current assets	-	11,874
Operating lease right-of-use assets, net	156,481	-
Accounts payable	25,681	(220,015)
Accrued expenses	(62,075)	(1,840)
Deferred revenue	(37,168)	(52,297)
Operating lease obligations	(155,206)	-
Total adjustments	(865,371)	863,921
Net cash provided by operating activities	61,587	620,986
Cash flows from investing activities		
Purchase of property and equipment	(236,011)	(173,440)
Purchases of investments, net of sales	(38,106)	(3,025,709)
Net cash used in investing activities	(274,117)	(3,199,149)
Cash flows from financing activities		
Payments on capital lease	-	(5,702)
Net cash used in financing activities	-	(5,702)
Net change in cash and cash equivalents	(212,530)	(2,583,865)
Cash and cash equivalents, beginning of year	1,975,653	4,559,518
Cash and cash equivalents, end of year	\$ 1,763,123	\$ 1,975,653

See accompanying notes to financial statements.

High Point International Home Furnishings Market Authority Corporation

Notes to Financial Statements

1. Summary of Significant Accounting Policies

Organization

The High Point International Home Furnishings Market Authority Corporation (the "Organization") is organized as a 501(c)(6) nonprofit corporation founded in 2001 for the purpose of promoting and facilitating the International Home Furnishings Market in High Point, North Carolina. The Organization's support comes from showroom licenses, hotel taxes, grants, and contributions from various other organizations.

Basis of Presentation

The accompanying financial statements, which are presented on the accrual basis of accounting, have been prepared to focus on the Organization as a whole and to present balances and transactions according to the existence or absence of donor-imposed restrictions. Accordingly, net assets and changes therein are classified as follows:

- Without donor restrictions – net assets that are not subject to donor-imposed stipulations.
- With donor restrictions – net assets are subject to donor-imposed stipulations that may or will be met either by actions of the Organization and/or passage of time, as well as those that may be maintained permanently by the Organization.

Revenue and support are reported as increases in net assets without donor restrictions unless use of the related assets is limited by donor-imposed restrictions. Expenses are reported as decreases in net assets without donor restrictions. Expirations of net assets with donor restrictions (i.e., the donor-stipulated purpose has been fulfilled and/or the stipulated time period has elapsed) are reported as net assets released from restrictions between the applicable classes of net assets.

Revenue Recognition

Revenue is recognized when control of the promised services is transferred, in an amount that reflects the consideration the Organization expects to be entitled to in exchange for those services as follows:

Contributions and Grants

Most revenue is derived from contributions and grants, including unconditional promises to give, which are recognized as revenues in the period received. Contributions subject to donor-imposed stipulations that are met in the same reporting period, are reported as revenues with donor restrictions and are reclassified to net assets without donor restrictions during the year. Unconditional promises to give that are scheduled to be received after the statements of financial position date are shown as increases in net assets with donor restrictions and are reclassified to net assets without donor restrictions when the purposes or time restrictions are met.

Sponsorships, Pre-Market, and Registration Fees

A portion of revenue is derived from sponsorships, pre-market, and registration fees, which are recognized in the period where all conditions are met. The performance obligation is met at a point in time as market sponsorships and pre-market conditions are satisfied upon the completion of sponsored and pre-market events, which occur bi-annually. Exhibitors who later decide not to participate in pre-market are eligible for a refund of those revenues, which generally occurs in the same fiscal year.

Participants who register for Furniture Market purchase passes for access to Fall or Spring markets, at which time the revenues are recognized.

Cash and Cash Equivalents

For purposes of the statements of cash flows, the Organization considers all highly liquid investments with a maturity of 12 months or less when purchased to be cash equivalents. At various times throughout the year, the Organization may have cash balances in financial institutions that exceed federally-insured amounts.

High Point International Home Furnishings Market Authority Corporation

Notes to Financial Statements

1. Summary of Significant Accounting Policies (Continued)

Fair Value of Financial Instruments

Financial instruments of the Organization include investments, support receivables, accounts payable, accrued expenses, deferred revenue, and operating lease liabilities. The fair value of support receivables, accounts payable, accrued expenses, deferred revenue, and operating lease liabilities approximates the carrying amount because of the short maturity of these instruments. Investments are recorded at fair value based upon quoted market prices.

Assets carried at fair value are classified and disclosed in one of the following three categories:

- Level 1: Quoted market prices in active markets for identical assets or liabilities.
- Level 2: Observable market-based inputs or unobservable inputs that are corroborated by market data.
- Level 3: Unobservable inputs that are not corroborated by market data.

The following are assets measured at fair value as of June 30, 2023.

	Level 1	Level 2	Level 3	Total
Assets:				
Equities	\$ 1,753,667	\$ -	\$ -	\$ 1,753,667
Fixed income	920,222	-	-	920,222
Cash deposits	70,101	-	-	70,101
	\$ 2,743,990	\$ -	\$ -	\$ 2,743,990

The following are assets measured at fair value as of June 30, 2022.

	Level 1	Level 2	Level 3	Total
Assets:				
Equities	\$ 1,538,473	\$ -	\$ -	\$ 1,538,473
Fixed income	797,172	-	-	797,172
Cash deposits	188,600	-	-	188,600
	\$ 2,524,245	\$ -	\$ -	\$ 2,524,245

Investments

Investments are reported at fair value. Purchases and sales of investments are recorded on a trade-date basis from quoted market prices on national exchanges. Interest and dividends are recorded when earned. Unrealized holding gains and losses and realized gains and losses are included in the change in net assets using the average cost method.

Investments are made by investment managers engaged by the Organization. Management and the Board of Directors review and evaluate the values provided by the investment managers and agrees with the valuation methods and assumptions used in determining the fair value of investments.

Support Receivables

Support receivables are comprised substantially of previously agreed-upon amounts due from city, state, and county municipalities, as well as registration fees from market participants. An allowance is made for uncollectible support receivables based on an analysis of past collection experience, and other relevant factors. No allowance is recorded for 2023 or 2022; however, actual write-offs could occur in the future.

Reclassifications

Certain prior year balances have been reclassified to conform to the current year presentation. The reclassifications have no effect on the results of the operations previously reported.

High Point International Home Furnishings Market Authority Corporation

Notes to Financial Statements

1. Summary of Significant Accounting Policies (Concluded)

Property and Equipment

Property and equipment above \$1,000 are stated at cost if purchased or fair value at the date the property was contributed. Assets are depreciated using the straight-line method over the estimated useful lives of the assets.

When assets are sold or otherwise disposed of, the asset and related accumulated depreciation is removed from the accounts, and any remaining gain or loss is included in operations. Repairs and maintenance are charged to expense when incurred. Equipment held under capital leases is amortized over the lesser of the lease term or the useful life of the equipment.

Use of Estimates

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

Functional Expenses

Functional expenses are directly attributable to marketing, transportation, guest services and entertainment, executive leadership and management, centralized registration, COVID expenditures, pre-market, and buyer parking expenses as indicated in the statements of activities. Depreciation expense of approximately \$42,000 and \$70,000 is included in marketing expenses related to the Organization's smartphone application developed for market use as of June 30, 2023 and 2022. Therefore, the preparation of the table of functional expenses does not require estimation for allocation of expenses by functional category.

Leases

During 2023, the Organization adopted Accounting Standards Update ("ASU") No. 2016-02, *Leases (Topic 842)* ("ASU 842"), as amended, which requires lessees to recognize operating lease right-of-use assets and liabilities on the statements of financial position and disclose key information about leasing arrangements. The Organization elected to use the effective date transition method. As a result, the 2022 financial statements were not restated and continue to be reported under previous guidance that did not require recognition of operating lease liabilities and assets. The adoption of ASU 842 did not impact net assets as previously reported. The Organization elected the package of practical expedients, which allowed the Organization not to reassess prior conclusions related to expired or existing leases, and not to reassess accounting for initial direct costs.

Lease right-of-use ("ROU") assets represent the right to use an underlying asset for the lease term, and lease liabilities represent the obligation to make lease payments arising from the lease. Lease ROU assets and lease obligations are recognized at the commencement of a lease based on the present value of lease payments over the lease term. As leases generally do not provide an implicit rate, the Organization uses its incremental borrowing rate, which is the rate of interest that the Organization would have to pay to borrow on a collateralized basis over a similar term an amount equal to the lease payments in a similar economic environment. Lease and certain non-lease components are combined for real estate leases in the initial present value calculation. Lease ROU assets include upfront lease payments and exclude lease incentives, where applicable. Leases may have renewal options and rent escalation clauses, as well as various purchase options, which are assessed to determine if the Organization is reasonably certain of exercising. Any options that meet these criteria are included in the lease term at lease commencement.

Lease expense for operating leases may consist of fixed, variable, and non-lease components. Expense related to fixed lease payments are recognized on a straight-line basis over the lease term. Variable and non-lease payments are expensed as incurred. Leases with initial terms of one year or less are not capitalized.

High Point International Home Furnishings Market Authority Corporation

Notes to Financial Statements

1. Summary of Significant Accounting Policies (Concluded)

Income Taxes

The Organization is exempt from income taxes under Section 501(a) as an organization described in Section 501(c)(6) of the Internal Revenue Code. Accordingly, no provision for income taxes is made in the financial statements.

It is the Organization's policy to evaluate all tax positions and to identify any that may be considered uncertain. All identified material tax positions are assessed and measured by a "more-likely-than-not" threshold to determine if the tax position is uncertain and what, if any, the effect of the uncertain tax position may have on the financial statements. Currently, the statute of limitations remains open subsequent to and including 2020; however, no examinations are in process. Any changes in the amount of a tax position will be recognized in the period the change occurs.

Subsequent Events

Management has evaluated events occurring subsequent to the balance sheet date through September 12, 2023, the date that the financial statements were available to be issued, determining no events require adjustment to or additional disclosure in the financial statements.

2. Liquidity and Availability

Financial assets available for general expenditure within one year of June 30 are as follows:

<i>June 30,</i>	2023	2022
Total assets	\$ 6,965,299	\$ 5,935,250
Less:		
Cash with donor restrictions	15,429	52,597
Prepaid expenses	308,393	104,054
Operating lease right-of-use assets, net	175,378	-
Property and equipment, net	705,281	698,465
Financial assets available within one year	\$ 5,760,818	\$ 5,080,134

The Organization manages its financial assets to be available as its operating expenditures, liabilities, and other obligations come due. In addition to financial assets available to meet general expenditures over the next 12 months, the Organization operates with a balanced budget and anticipates collecting sufficient revenue to cover general expenditures. Refer to the statements of cash flows which identify the uses of the Organization's cash and show positive cash generated by operations for the years ended June 30, 2023 and 2022.

3. Investments

Realized and unrealized gains (losses) on investments, net of fees consist of the following:

<i>Year ended June 30,</i>	2023	2022
Income (loss) on investments reported at fair value, net	\$ 181,639	\$ (501,464)
Investment management fees	(24,859)	(17,804)
Realized and unrealized gains (losses), net of fees	\$ 156,780	\$ (519,268)

High Point International Home Furnishings Market Authority Corporation

Notes to Financial Statements

4. Leases

The Organization leases certain office facilities, reception facilities, and market parking lots under operating leases. The leases expire at various dates through December 2024. Certain leases provide for escalating future minimum annual rental payments.

Components of lease expense are as follows:

<i>Year ended June 30,</i>	2023
Operating lease cost:	
Fixed rent expense	\$ 163,550
Short-term lease cost	82,360
Total lease expense	\$ 245,910

Rent expense for operating leases was approximately \$221,000 in 2022.

Cash and non-cash activities associated with leases are as follows:

<i>Year ended June 30,</i>	2023
Cash paid for amounts included in the measurement of lease liabilities:	
Operating cash flows from operating leases	\$ 162,275
Non-cash investing activities:	
Additions to ROU assets obtained from:	
New operating lease liabilities	\$ 331,859

Future payments due under operating leases as of June 30, 2023, are as follows:

2024	\$ 137,600
2025	42,000
	179,600
Less effects of discounting	2,947
Present value of future minimum payments	176,653
Less current portion of operating lease obligations	134,901
Operating lease obligations, less current portion	\$ 41,752

As of June 30, 2023, the weighted-average remaining lease term of operating leases is 1.3 years. The weighted-average discount rate of operating leases is 2.85%.

High Point International Home Furnishings Market Authority Corporation

Notes to Financial Statements

5. Property and Equipment, Net

Major classes of property and equipment, net consist of the following:

<i>June 30,</i>	<i>Life (in Years)</i>	2023	2022
Market technology – software	3-7	\$ 1,224,015	\$ 1,046,336
Market equipment	3-10	761,396	786,022
Leasehold improvements	7-10	566,200	556,825
Computer equipment	3-5	136,645	124,988
Office furniture	7-10	123,612	101,670
Office equipment	3-7	61,460	61,460
Registration software	3	57,906	54,346
Transportation equipment	3-5	33,459	-
		2,964,693	2,731,647
Less accumulated depreciation		(2,259,412)	(2,033,182)
Property and equipment, net		\$ 705,281	\$ 698,465

6. Commitments

Retirement Plan

The Organization has a 401(k) plan that allows eligible employees to defer a percentage of compensation, which is limited to amounts permissible under the Employee Retirement Income and Security Act of 1974 (“ERISA”). The Organization, at its discretion, makes matching contributions equal to 100% of employee elective deferrals not in excess of 4% of eligible earnings. Total Organization contributions for the years ended June 30, 2023 and 2022, were approximately \$47,000 and \$41,000.

7. Concentration

The Organization’s primary sources of revenue and support, as a percentage of total revenue and support, are as follows:

<i>Year ended June 30,</i>	2023	2022
North Carolina Department of Commerce grants	32%	31%
Net showroom licenses and hotel occupancy taxes	23%	24%
Transportation	18%	19%
City of High Point, grant	11%	11%
Other	16%	15%

High Point International Home Furnishings Market Authority Corporation

Notes to Financial Statements

8. Expenditures by Function and Nature

Expenditures by function and nature for June 30, 2023, were:

Program services	Salaries and benefits	Operating expenses	Depreciation	Total
Transportation	\$ 508,112	\$ 1,577,634	\$ -	\$ 2,085,746
Guest services and entertainment	185,309	1,381,771	-	1,567,080
Centralized registration	488,904	524,435	-	1,013,339
Pre-market— exhibitor funded	-	222,189	-	222,189
Total program services	\$ 1,182,325	\$ 3,706,029	\$ -	\$ 4,888,354
Support services				
Marketing	\$ 353,885	\$ 2,537,714	\$ 42,405	\$ 2,934,004
Executive leadership and management	-	862,618	186,790	1,049,408
Miscellaneous and non-grant COVID expenditures	-	2,477	-	2,477
Total support services	\$ 353,885	\$ 3,402,809	\$ 229,195	\$ 3,985,889
Total expenditures	\$ 1,536,210	\$ 7,108,838	\$ 229,195	\$ 8,874,243

Expenditures by function and nature for June 30, 2022, were:

Program services	Salaries and benefits	Operating expenses	Depreciation	Total
Transportation	\$ 465,352	\$ 1,355,155	\$ -	\$ 1,820,507
Guest services and entertainment	187,758	1,447,447	-	1,635,205
Centralized registration	389,380	497,817	-	887,197
Pre-market— exhibitor funded	-	126,490	-	126,490
Total program services	\$ 1,042,490	\$ 3,426,909	\$ -	\$ 4,469,399
Support services				
Marketing	\$ 226,576	\$ 3,097,624	\$ 70,258	\$ 3,394,458
Executive leadership and management	-	773,293	170,980	944,273
Miscellaneous and non-grant COVID expenditures	-	48,776	-	48,776
Total support services	\$ 226,576	\$ 3,919,693	\$ 241,238	\$ 4,387,507
Total expenditures	\$ 1,269,066	\$ 7,346,602	\$ 241,238	\$ 8,856,906

9. Related-Party Transactions

The Organization received services from a board member and paid approximately \$35,000 and \$29,000 for years ended June 30, 2023 and 2022. The Organization paid approximately \$14,000 and \$12,000 for reimbursement of goods received for years ended June 30, 2023 and 2022. Additionally, the Organization paid approximately \$12,000 and \$0 to a nonprofit organization chaired by a board member during years ended June 30, 2023 and 2022.

High Point International Home Furnishings Market Authority Corporation

Notes to Financial Statements

10. Recent Accounting Pronouncements

In June 2016, the Financial Accounting Standards Board (“FASB”) issued ASU No. 2016-13, *Financial Instruments – Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments*, which eliminates previous methodology for recognizing credit losses on financial instruments (including trade receivables) and requires organizations to utilize an expected credit loss model. For the Organization, the guidance, as amended, is effective for fiscal years beginning after December 15, 2022. Management is currently assessing the impact this guidance may have on the Organization’s future financial statements.



Independent Auditor's Report on Internal Control over Financial Reporting and on Compliance and Other Matters Based on an Audit of Financial Statements Performed in Accordance with Government Auditing Standards

Board of Directors
High Point International Home Furnishings Market Authority Corporation
High Point, North Carolina

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States of America, the financial statements of High Point International Home Furnishings Market Authority Corporation (a nonprofit organization) (the "Organization"), which comprise the statement of financial position as of June 30, 2023, and the related statement of activities and cash flows for the year then ended, and the related notes to the financial statements and have issued our report thereon dated September 12, 2023.

Report on Internal Control over Financial Reporting

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

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A *material weakness* is a deficiency, or combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the Organization's financial statements will not be prevented, or detected and corrected on a timely basis. 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 were not identified.

Report on Compliance and Other Matters

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

Purpose of this Report

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

Smith Leonard PLLC

High Point, North Carolina
September 12, 2023

**High Point International Home Furnishings
Market Authority Corporation**

**Schedule of Expenditures of State Awards
Year Ended June 30, 2023**

<u>Grantor/Program Title</u>	<u>Expenditures</u>
North Carolina Department of Commerce Special Appropriations (House Bill 103)	\$ 2,305,472
North Carolina Department of Commerce Special Appropriations (House Bill 103)	750,000

High Point International Home Furnishings Market Authority Corporation

Note to Schedule of Expenditures of State Awards Year Ended June 30, 2023

1. Basis of Presentation

The accompanying Schedule of Expenditures of State Awards includes the state grant activity of the High Point International Home Furnishings Market Authority Corporation and is presented on the accrual basis of accounting. The information in the schedule is presented in accordance with the audit requirements of Title 2 U.S. Code of Federal Regulations Part 200, *Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards (Uniform Guidance)*, and North Carolina General Statute 143C-6-22. Therefore, some amounts presented in the schedule may differ from amounts presented in, or used in the preparation of, the basic financial statements.

High Point International Home Furnishings Market Authority Corporation

Schedule of Findings and Questioned Costs Year Ended June 30, 2023

Section I – Summary of Auditor's Results

Financial Statements

Type of report the auditor issued on whether the financial statements audited were prepared in accordance with GAAP

Unmodified

Internal control over financial reporting:

- Material weakness(es) identified?
- Significant deficiency(ies) identified?

_____	yes	<u> x </u>	no
_____	yes	<u> x </u>	none reported
_____	yes	<u> x </u>	no

Noncompliance material to financial statements noted?

State Awards

Internal control over major State programs:

- Material weakness(es) identified?
- Significant deficiency(ies) identified?

_____	yes	<u> x </u>	no
_____	yes	<u> x </u>	none reported

Type of auditor's report issued on compliance for major State programs:

Unmodified

Any audit findings disclosed that are required to be reported in accordance with Uniform Guidance?

_____	yes	<u> x </u>	no
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Identification of major State programs:

Name of State program

North Carolina Department of Commerce Special Appropriations
(House Bill 103)

North Carolina Department of Commerce Special Appropriations
(House Bill 103)