



FISCAL REVIEW		
Standards	Guidance	Comment
1. Agency-wide Budget	FREQUENCY: ANNUALLY	
 a. Current (fiscal or calendar year) b. Shows income and expense by program c. Shows allocation of shared and indirect costs by program d. Shows fundraising separate from program expense e. Clearly identifies all revenue sources (City, state, federal) f. 15% of funding from non-City sources or contractor can demonstrate non-City fundraising efforts g. Includes annual cash flow projections [pilot standard] 	Request and review cash flow projections and the detailed agencywide budget (not a roll-up budget) in initial letter. Ask Contractor if there is any missing information. Budgets do not need to be by funding source, but income sections should show all revenue sources. Item f. might be verified through letters of intent, board fundraising committee notes, or other descriptions of solicitation efforts. The list of funders may include private foundations, individual donors, state or federal revenue sources, documented in-kind services, or documented volunteer hours. Item g. is a pilot standard and will be tracked but is not considered a finding. Basic cash flow statement should include opening cash balance, monthly revenue/expense, resulting monthly cash balance, with tracking throughout the fiscal year. Straight-line projections of cash flow are not generally considered reasonable or sufficient.	



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2. Cost Allocation Procedures	FREQUENCY: ANNUALLY	
 2. Cost Allocation Procedures □ a. Cost allocation procedures and plan for shared costs is documented in a written narrative or in the footnotes of the current approved agency-wide budget □ b. Process for allocating shared program costs is consistent and reasonable □ c. Cost allocation procedures and plan for indirect costs is documented in a written narrative or in the footnotes of the current approved agency-wide budget □ d. Process for allocating indirect costs is consistent and reasonable □ e. Procedures for cost allocation match actual cost allocation found in agency-wide budget and financial documents 	FREQUENCY: ANNUALLY The agency should develop an overall budget and reasonable cost allocation plan based on how shared or common costs are distributed across programs. The agency's approach to allocating shared costs by funding source might vary according to organizational size, complexity, and other public compliance standards. If needed, ask the Contractor to clarify process (e.g., spreadsheets or additional narrative). Intent of cost allocation standards: 1) Ensure that agencies understand the full program costs for making management decisions. 2) Ensure that City contracts are not covering more than the cost of the program that they are supporting. Reasonable = makes sense and is appropriate to the type of programs, e.g., square footage, FTE's, etc. Consistent = same methodology for the same types of costs across programs. Inconsistent = using highly variable basis, e.g., number of participants in a program, salaries without monthly reconciliation.	
	To test that cost allocation is occurring according to documented procedures, examine salaries and rent first, as these line items are most commonly applicable to many funding sources and programs. If there are issues with these items, monitors may decide to test others. The time period to test can vary, but monitors may want to start by testing the months for which invoices are already being requested. E.g., if the monitor has indicated that October and November invoices will be tested, then they may also examine cost allocation for that same time period. If issues are uncovered, the monitor may choose to expand the examination.	



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3. Audited Financial Statements As Applicable (Per Departmental Requirements):	FREQUENCY: ANNUALLY	
a. Complete: all sections and statements included; opinion and other audit letters are signed; sections include: - Opinion Letter - Statement of Financial Position (Balance Sheet) - Statement of Activities (Income Statement) - Statement of Cash Flows - Statement of Functional Expenses - Footnotes b. Unmodified opinion	Check requirements of funding departments to determine applicability for is required if the contractor was awarded over \$750,000 in federal funds. Contractor Audit Policy (expected to be implemented in FY17-18) will recreate over \$500,000 in funding from the City in a single year to conduct funding department(s) within 180 days of the close of the contractor's fireceive between \$250,000 and \$500,000 in funding from the City in a sinfinancial review by a CPA and submit it in the same time frame. This policontractors should be informed and prepared for it.	s. The Citywide Nonprofit quire all contractors that ct an audit and submit it to scal year. All contractors that ngle year would undergo a
c. No material weaknesses mentioned or going concern stated in the notes to the financial statements d. No current audit findings and/or questioned costs e. Audit completed within six months of the close of the contractor's fiscal year	Item e.: If monitoring occurs prior to the 6-month deadline (e.g., in Nove January), review the prior fiscal year's audit, and determine if the date it months of the prior fiscal year's close. This standard is interested in time the written opinion references a management letter, then request it and management letter exists, these items are not applicable.	was completed was within 6 eliness of audit completion. If
For contractors that received a Management Letter: f. Management letter has been signed by the audit firm g. For any prior year findings, the Contractor has provided a reasonable explanation of how the Contractor has corrected all the findings	Item k.: Request both the current and prior year audit. Using the Statem amounts in the line item "Increase (decrease) in Cash and Cash Equivaler prior years. The number should be positive, or agency should have a reas	nts" for current year and two sonable explanation.
For Organizations with an A-133 Audit: h. No material weaknesses mentioned or going concern stated in the notes to the financial statements i. No current audit findings and/or questioned costs j. For any prior year findings, the Contractor has provided a reasonable explanation of how the Contractor has corrected all the findings	practice is not met, this should be noted on the form and letter, but it is may indicate problems in the agency's financial health. If the financials a monitor has limited experience, these indicators may trigger a monitor t financial expert (e.g., lead monitor or Controller's Office). I. Using the Statement of Cash Flows, net cash provided by operating act statement) should be positive. If the number is negative, it could mean t	not a finding. These standards are too complex or if the co request support from a civities (top section of
Cash Flow Assessment: k. Total change in cash is positive over 3 consecutive years or agency has a reasonable explanation and/or plan to reverse cash outflow [pilot standard] l. In current audit, cash flow from operations is positive [best practice] m. In current audit, agency has at least 60 days of operating cash [best practice] Add comments for this section on the following page.	on debt or investments to fund its day-to-day operations. m. Operating Cash = (Cash + Investments) [(Operating Expenses – Bad Debt – Depreciation) / 3 If the number is less than 60, the best practice is not met. The numerato found on the Balance Sheet. If an agency has investments, they are gene audit may list them separately or it may incorporate it into "cash" sectio expenses, bad debt and depreciation) are found on the Statement of Fur labeled in those terms. Document results in the Monitoring Report Letter	or (cash and investments) are erally documented as such. An in. The denominator (operating nctional Expenses, and are



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Comments for Category 3 – Audited Financial Statements:		
4. Tax Form	FREQUENCY: ANNUALLY	
a. Federal 990 return filed for most recent tax year or request	Date of submission is on page 9. A letter requesting an extension is	
for extension submitted on time	sufficient. To be "on time," letter must be sent 4.5 months after the	
	close of the fiscal period:	
	Calendar year = May 16	
	Fiscal year = November 16	
	If the contractor received an extension, item a. is not a finding, but	
	they must send in tax form when filed.	



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Standards 5. Fiscal Policies & Procedures a. Upon turnover of executive director and/or fiscal manager, policies and procedures are reviewed within one year of the change, and updated if necessary [if applicable] b. Current (updated within the past two calendar years or to reflect monitoring/audit recommendations) [best practice only] c. Complete (contains policies and procedures related to: Internal controls (including safeguarding of assets, authorization of transactions, reconciliation of accounting records) [per Standard 6c.] Financial reporting [per Standards 6a., 6d., 9a-c.] Accounts payable [per Standards 7a-c.] Accounts receivable [per Standards 5d.] Payroll (including accounting for leave, signature requirements, documentation of salary levels) [per Standards 8e-f., 15c.] Procurement of goods and services [per 7e-g., 13a-c.] d. Implementation of policies and procedures demonstrates appropriate internal controls, including segregation of duties	Guidance FREQUENCY: SITE VISITS ONLY Items a-b.: Policies must be reviewed when leadership changes (standard), and should be assessed every two years (best practice), even if no changes are necessary. Agencies can meet the standard by creating a version history to show reviews occurred. Item c.: The document should address ALL items in list with sufficient detail to be actionable, and should be specific to the agency, not	Comment
	statement showing address]	
	 Checks over threshold amount (e.g., \$500) are signed by two staff members [test: canceled checks] Agency follows its own (and funders') policies for timely invoicing Agency conducts a biannual equipment inventory [per federal funding requirements, if applicable] 	



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6. Financial Reports	FREQUENCY: ANNUALLY	
Balance Sheet (aka Statement of Financial Position): a. Current (as of the last four months, at least) b. Working capital ratio is greater than 1 c. Current bank reconciliation (as of the last four months, at least)	Item b. Working Capital = Current Assets Current Liabilities Divide Current Assets (all assets that could be converted to cash in less	
Profit and Loss Statement (aka Statement of Activity): d. Current (as of the last four months, at least) e. Shows year-to-date (YTD) income and expense by program, contract or funding source, including indirect costs f. Year-to-date net income is either a positive number or the	than 1 year) by Current Liabilities (all money owed by the agency and due within 1 year). A ratio greater than 1 signals the short-term capacity to pay all current liabilities from current asset sources. This measure shows the capital needed to carry out the day-to-day work and should always be positive.	
Contractor provides a sound explanation of how it will be positive by the end of the fiscal year	Current Assets = Cash + Cash Equivalents + Accounts Receivable + Inventory + Marketable Securities	
	Current Liabilities = Accounts Payable + Grants Payable + Accrued Salaries + current portion of long-term debt	
	Item e.: Monitors should request the chart of accounts from the agency to better understand the agency's structure and confirm no comingling of funds has occurred when reviewing the income and expenses by program or funding source.	



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7. Invoices	FREQUENCY: SITE VISITS ONLY	
Expenses:		
a. Expenses tested on invoices have supporting	For items a. through d., test selected expenses on selected invoices,	
documentation: credit card charges and/or petty cash	requesting documentation and explanation from Contractor as needed.	
expenditures are all documented with an original receipt		
and reasonably tie to the cost allocation plan.	For items e. through g., request and review subcontracting agreement	
b. Contractor follows its policies for writing checks, credit card	and invoices as needed for select months.	
use, petty cash use, and/or reimbursement for expenses		
tested on invoices	Check whether invoices follow the cost allocation procedures. This is	
c. Tested expenses on invoices appear to be reasonably	not a finding, as there may be reasons why they don't match exactly,	
associated with the program budget	but it could point to a pattern of inconsistent allocation to be explored	
	in category 2.	
If Contract uses units of service (usually DPH only):		
d . Units of service provided are documented and agree with		
invoices		
If invoices include payments to subcontractors:		
e. Subcontractor authorized by contract		
f. Contractor paid its subcontractors' invoices per the schedule		
established in the subcontracting agreement and/or prior		
to receiving City reimbursement for the services delivered		
g. Subcontractor invoices show basis for work billed as		
performed (units of service, hours, reimbursable costs)		



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8. Payroll	FREQUENCY:	
a. State (DE 9 and DE 9C) and federal (941) payroll tax returns	Items a & c: ANNUALLY	
were filed by the end of the month following the end of the	Items b, d-g: SITE VISITS ONLY	
quarter for monitoring months under review	Unless there were prior year findings in these areas, contractors do not	
b. Employees paid with City funds listed on invoices checked in Section 7 above are listed on the DE 9 and DE 9C for the	Unless there were prior year findings in these areas, contractors do not need to submit timesheets, and standards b., d., e., f., and g. do not	
quarter(s) that includes the monitoring months under	apply in Self-Assessments. Items a. and c. still apply for all monitoring.	
review	Departments with federal funding in their contracts may choose to	
c. Documentation that payroll taxes due were actually paid	request timesheets at any point to validate payroll expenses on	
	invoices.	
Timesheets: d. If employee time is paid by more than one source, it is		
recorded by funding source or program on timesheets	For Site Visits, request and review the Contractor's DE 9, DE 9C, and	
e. Employee & supervisor signatures on timesheets in ink (e-	941 returns, payroll tax verification, bank statements, select employee timesheets, and payroll register/journal for the months under review.	
timesheets are acceptable, with demonstration or	timesheets, and payron registery journal for the months under review.	
verification of e-signature, or written procedures about	For item c., the contractor should provide either a canceled check or	
how e-timesheets are signed)	the invoice/statement from a payroll preparation company that	
f. All changes to timesheet are initialed by supervisor and	indicates they paid the payroll tax for the quarter.	
employee in ink (e-timesheets are acceptable with demonstration or verification of the approval process for		
changes, or written procedures about how e-timesheets are	For item d., contractors should provide timesheets or documentation of regular time studies. Contractors should ask their monitor if they are	
changed)	required to use timesheets for federal funding.	
g. Timesheets of employees paid with City funds listed on	roquirou to use timeshoote for rouel arrainang.	
invoices checked in Section 7 above list hours worked that	Timesheets should be prepared monthly or more frequently, represent	
are consistent with invoices	actual time and effort (i.e., after-the-fact, by program staff), be	
	distributed by program or funding sources, and encompass all activities	
	performed by employee (i.e., account for 100% of an employee's time).	
	Time studies should be conducted on a regular basis, though frequency may be based on the degree of task variability experienced by staff. If	
	activities remain constant throughout the year, time studies can occur	
	annually. If there is a significant event that impacts staff activities, or if	
	there are consistent or seasonal changes in work, then time studies	
	should occur once per quarter. Employees should track their time in at	
	least 30-minute increments by program for two weeks, and time study	
	formats should be standard across all employees.	



COMPLIANCE REVIEW		
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 9. Board Oversight Fiscal Standards: a. Minutes show that the Board approved the current agencywide budget b. Minutes show that financial reports are shared with the Board (or finance committee) at least quarterly, or more regularly when financial concerns warrant it 	Board minutes will be reviewed to assess both Fiscal and Compliance standards. Items a-d. are fiscal, and e-f. are compliance-related. The site visit letter should indicate that board meeting minutes will be used to assess these standards so that the contractor can pull the	
c. Minutes show that the Board reviewed the most recent audit within the fiscal year Compliance Standards: d. Minutes show that if a paid City employee or City	appropriate meeting minutes ahead of time. Boards do not need to "approve" the financial reports or audit, but do need to show that they conducted a review. Review by a finance subcommittee is acceptable. If the minutes are not detailed, request additional supporting documentation that could indicate such a review.	
commission member is on the Board, he or she did not vote on items related to City contracts with their affiliated City department (excluding vote on Agency-Wide Budget)	Items d-e.: Request copy of Board Roster to verify membership of City staff members or commissioners.	
■ e. Minutes show that if the Executive Director is a member of the Board, s/he does not vote on his or her compensation ■ f. Board conducts a performance review of the Executive Director annually	Board minutes may also be used in Category 10. Public Access (below), as needed.	



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10. Public Access (Administrative Code Section 12L) a. Contractor has a written policy that it must maintain and make available for public inspection within 10 days of the request (1) most recent budget, (2) most recently filed State and federal tax returns, and (3) any financial audits and performance evaluations performed by or for the City pursuant to a City contract b. At least two meetings with quorum status are open to the public each year c. These two meetings are announced to the general public at least 30 days in advance through the SF Public Library and the Clerk of the Board of Supervisors d. By-laws include requirements for client representation on Board, or Contractor makes other good—faith efforts to ensure client representation	**ONLY APPLICABLE FOR CONTRACTORS RECEIVING AT LEAST \$250,000 IN CITY FUNDING. All others n/a.** FREQUENCY: • Item a.: AT FIRST MONITORING (and as needed) • Items b-d.: SITE VISITS ONLY Item a. A sample Public Access Policy can be found online at: http://sfcontroller.org/modules/showdocument.aspx?documentid=6639. Monitors should refer any contractors lacking a written policy to the website for corrective action. Item b-c. Request the email or fax sent to Board of Supervisors and Library to verify the date both meeting notices were posted. If contractor cannot produce documentation for both, this is a finding. Item d. Per Administrative Code Sec. 12L, if bylaws do not include seats set aside for client or community representation, good faith efforts at recruitment must include distributing notice of Board vacancies by means reasonably calculated to come to the attention of the recipients; providing an opportunity for members of the public to propose him/herself or another for nomination at one public board meeting per year; and providing an opportunity for members of the public to comment on board membership at one public board meeting per year. Test this item by reviewing meeting agendas for public meetings for items regarding board membership, or requesting materials used by the agency to outreach about board vacancies among client populations.	



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11. Subcontracts (including fiscal sponsors & fiscal intermediaries)	FREQUENCY: SITE VISITS ONLY	
 a. Documentation that procurement procedures (and/or the process for entering into legal agreements) in the Contractor's fiscal policies and procedures were followed by Contractor to select subcontractors (if applicable) b. Legally binding agreements between Contractor and 	Standards apply to subcontracts where the recipient provides direct services to clients. Vendor or consultant subcontracts (e.g., evaluation services) do not need to be monitored in these ways. Unless there is a prior year finding in this category, it will not be	
subcontractors are valid and current, and include scope of work/deliverables c. Documentation that contractor regularly monitors fiscal and programmatic performance of subcontractors providing direct services to clients, including monitoring of invoices (e.g., validating receipts)	monitored during a Self-Assessment, and no related documents need to be submitted.	
12. Licenses	FREQUENCY: SITE VISITS ONLY	
 a. Site licenses required by City contracts are available, verified and current b. Staff licenses required by City contracts are available, verified and current 	Unless there is a prior year finding in this category, it will not be monitored during a Self-Assessment, and no related documents need to be submitted.	
13. Personnel Policies a. Written and current personnel/ employee manual, including: - Equal Employment Opportunity	FREQUENCY: • Item a.: AT FIRST MONITORING (and as needed) • Items b. & c.: SITE VISITS ONLY	
 - Harassment and Discrimination - Reasonable Accommodation - ADA - Grievance Procedures b. Evidence that staff were trained regarding personnel 	Unless there is a prior year finding in this category, it will not be monitored during a Self-Assessment, and no related documents need to be submitted.	
policies c. Documentation of the following is maintained on file: - Job description - Employment application or résumé - Employment confirmation or letter of hire	Proof of training may include a training sign-in sheet or individual notations of training dates in the personnel file, as well as a signed acknowledgement that the employee has received a copy of the personnel policies.	
 Salary information including adjustments Verification of employee orientation Annual TB clearance (as applicable) Fingerprinting (required for children's services) 	Monitors can request that the contractor extract specific documents from personnel files at the start of the meeting rather than sort through unrelated personnel information during the visit.	



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 14. Emergency Operations Plan a. Written emergency operations plan b. Plan contains contingency planning, including an alternate site, if needed c. Staff and volunteers were trained within the last year on the emergency plan d. At least one fire drill and one earthquake drill have been conducted in last year 	FREQUENCY: • Items a. & b.: AT FIRST MONITORING (and as needed) • Items c. & d.: SITE VISITS ONLY Unless there is a prior year finding in this category, it will not be monitored during a Self-Assessment, and no related documents need to be submitted. Proof of training and drills may include a sign-in sheet, documentation in the personnel file, or an agency-wide email or posted	
15. Americans with Disabilities Act (ADA) a. Written policies and procedures to allow people with disabilities to benefit from services and containing an agency-wide ADA grievance procedure b. Staff is trained regarding Contractor's ADA policies and procedures	announcement of the training or drill (items c. and d.). FREQUENCY: Item a.: AT FIRST MONITORING (and as needed) Item b.: SITE VISITS ONLY Unless there is a prior year finding in this category, it will not be monitored during a Self-Assessment, and no related documents need to be submitted. Proof of training may include a sign-in sheet, documentation in the personnel file, or an agency-wide email or posted announcement of the training (item b.).	
 16. Data Universal Numbering System (DUNS) a. Demonstration of registered DUNS number if contractor receives federal or state funds. 	FREQUENCY: AT FIRST MONITORING (and as needed) Unless there is a prior year finding in this category, it will not be monitored during a Self-Assessment, and no related documents need to be submitted.	

GOVERNANCE REVIEW		
Standards	Guidance	Comments
17. Board of Directors Best Practices	FREQUENCY: ANNUALLY	
 a. Assist with the raising of funds b. Participate in annual giving to agency c. Achieve quorum at every meeting 	Provide the contractor with the Governance Review Checklist with the Site Visit Letter or Self-Assessment Letter. The	
d. Board reviews IRS Form 990 (or is distributed to members) e. Bylaws define term limits, quorum, committee structures, and voting/decision-making process	Contractor should fill it out and submit it at the time of the monitoring.	
f. Board leadership positions filled g. Board is conducting active recruitment to fill vacancies h. Conflict of Interest policy exists i. Agency has a Board Manual documenting the best practices	Monitoring staff should review governance best practices with contracted agencies, identifying areas of strength and areas for improvement. Deviation from these best practices will not be considered monitoring findings in the Monitoring Report Letter;	
described here	however as important indicators of healthy nonprofits, they will be tracked in a separate section of the report.	
	Upload the checklist to the contractor's SharePoint library, and only document the areas of weakness in the Monitoring Report Letter through the standard process of indicating findings.	

Note about Frequencies:

City departments may elect to monitor any element of this form annually, regardless of the frequency stated in the guidance. In particular, if a contractor receiving a self-assessment has an unresolved finding in the prior year, monitors must re-assess whether the contractor has come into conformance, even if the frequency guideline indicates that the standard is only monitored during site visits.