**Consolidated Financial Statements** 

December 31, 2023 and 2022



#### **Independent Auditors' Report**

#### Board of Directors Global Outreach International, Inc. and Subsidiary

#### Opinion

We have audited the accompanying consolidated financial statements of Global Outreach International, Inc. ("GOI") and Subsidiary (the "Organization") which comprise the consolidated statements of financial position as of December 31, 2023 and 2022, and the related consolidated statements of activities, functional expenses and cash flows for the years then ended, and the related notes to the consolidated financial statements.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the consolidated financial position of the Organization as of December 31, 2023 and 2022, and the consolidated 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 the auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Consolidated 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 Consolidated Financial Statements**

Management is responsible for the preparation and fair presentation of the consolidated 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 the consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated 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 consolidated financial statements are available to be issued.

#### **Board of Directors Global Outreach International, Inc. and Subsidiary** Page 2

#### Auditors' Responsibilities for the Audit of the Consolidated Financial Statements

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' 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 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 consolidated 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 consolidated 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 consolidated 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 consolidated 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.

PKF O'Connor Davies LLP

June 21, 2024

Consolidated Statements of Financial Position

	Decem	ber 31
	2023	2022
ASSETS		
Current Assets		
Cash and cash equivalents	\$ 1,165,077	\$ 2,327,211
Contributions receivable	977,291	562,393
Missionary loan receivable	36,750	36,750
Investments	7,986,816	7,047,990
Prepaid expenses	74,862	61,153
Total Current Assets	10,240,796	10,035,497
Missionary loan receivable	73,500	110,250
Investments (Endowment fund)	5,049,955	4,551,172
Property and equipment, net	898,662	942,306
	<u>\$ 16,262,913</u>	<u>\$ 15,639,225</u>
LIABILITIES AND NET ASSETS		
Liabilities		
Accounts payable	\$ 18,325	\$ 16,037
Accrued liabilities	376,165	262,551
Total Liabilities	394,490	278,588
Net Assets		
Without Donor Restrictions		/ / -
Undesignated	2,857,030	2,815,940
Board designated	5,049,955	4,551,172
Total Without Donor Restrictions	7,906,985	7,367,112
With donor restrictions	7,961,438	7,993,525
Total Net Assets	15,868,423	15,360,637
	<u>\$ 16,262,913</u>	<u>\$ 15,639,225</u>

See notes to consolidated financial statements

### Consolidated Statements of Activities

	Year Ended						
	C	ecember 31, 2023		December 31, 2022			
	Without Donor	With Donor		Without Donor	With Donor		
	Restrictions	Restrictions	Total	Restrictions	Restrictions	Total	
SUPPORT AND REVENUE							
Donations	\$ 1,390,753	\$ 16,823,285	\$ 18,214,038	\$ 1,920,702	\$ 17,201,359	\$ 19,122,061	
Merchandise sales and other income	2,422	-	2,422	649	14,356	15,005	
Investment return	1,689,089	-	1,689,089	(1,476,591)	-	(1,476,591)	
Net assets released from restrictions	16,855,372	(16,855,372)		17,563,872	(17,563,872)		
Total Support and Revenue	19,937,636	(32,087)	19,905,549	18,008,632	(348,157)	17,660,475	
EXPENSES							
Missionary program services	16,678,023	-	16,678,023	16,456,707	-	16,456,707	
Management and general	2,390,225	-	2,390,225	2,297,394	-	2,297,394	
Fundraising	329,515	-	329,515	432,020	-	432,020	
Total Expenses	19,397,763		19,397,763	19,186,121		19,186,121	
Change in Net Assets	539,873	(32,087)	507,786	(1,177,489)	(348,157)	(1,525,646)	
NET ASSETS							
Beginning of year	7,367,112	7,993,525	15,360,637	8,544,601	8,341,682	16,886,283	
End of year	<u>\$7,906,985</u>	<u>\$ 7,961,438</u>	<u>\$ 15,868,423</u>	<u>\$ 7,367,112</u>	<u> </u>	<u>\$ 15,360,637</u>	

See notes to consolidated financial statements

## Consolidated Statements of Functional Expenses

	Year Ended							
		December	<sup>·</sup> 31, 2023			December	31, 2022	
	Missionary	Management			Missionary	Management		
	Program	and			Program	and		
	Services	General	Fundraising	Total	Services	General	Fundraising	Total
Salaries	\$ 6,005,250	\$ 962,931	\$ 135,726	\$ 7,103,907	\$ 5,554,204	\$ 849,051	\$ 133,035	\$ 6,536,290
Payroll taxes and employee benefits	529,265	109,204	23,134	661,603	489,616	97,566	23,779	610,961
Total Salaries and Related Expenses	6,534,515	1,072,135	158,860	7,765,510	6,043,820	946,617	156,814	7,147,251
Field staff expenses	9,832,889	1,090,127	-	10,923,016	10,125,350	1,117,296	-	11,242,646
Marketing and direct mail	-	-	91,873	91,873	-	-	202,720	202,720
Depreciation	42,097	24,983	9,321	76,401	36,867	27,027	9,547	73,441
Insurance	17,739	10,527	3,928	32,194	25,949	19,023	6,720	51,692
Occupancy	41,699	24,747	9,233	75,679	33,762	24,750	8,743	67,255
Office expense	15,961	20,814	11,972	48,747	13,432	23,252	12,227	48,911
Professional services	43,683	71,083	4,135	118,901	55,127	74,266	3,288	132,681
Professional development and training	50,159	1,116	-	51,275	54,956	825	-	55,781
Software and computer	41,892	39,824	17,558	99,274	36,439	41,317	17,979	95,735
State registration	-	-	8,483	8,483	-	-	5,225	5,225
Travel	57,389	34,869	14,152	106,410	31,005	23,021	8,757	62,783
	<u>\$ 16,678,023</u>	<u>\$ 2,390,225</u>	<u>\$ 329,515</u>	<u>\$ 19,397,763</u>	<u>\$ 16,456,707</u>	<u>\$ 2,297,394</u>	<u>\$ 432,020</u>	<u>\$ 19,186,121</u>

Consolidated Statements of Cash Flows

	Year Ended December 31			
	2023		2022	
CASH FLOWS FROM OPERATING ACTIVITIES Change in net assets Adjustments to reconcile change in net assets to net cash from operating activities	\$	507,786	\$ (1,525,646)	
Depreciation Unrealized (gain) loss on investments Realized gain on investments Donated investments Changes in Assets and Liabilities	) (;	76,401 878,900) 353,038) 149,332)	73,441 1,710,324 (4,431) (76,840)	
Contributions receivable Prepaid expenses Accounts payable Accrued liabilities Net Cash from Operating Activities		414,898) (13,709) 2,288 <u>113,614</u> 109,788)	(562,393) (581) (34,325) <u>114,313</u> (306,138)	
CASH FLOWS FROM INVESTING ACTIVITIES Advance to missionary Repayment of advances Proceeds from sale of investments Purchases of investments Purchase of property and equipment Net Cash from Investing Activities		- 36,750 952,441 008,779) (32,758) (52,346)	(99,782) 33,000 12,984,460 (13,258,941) (40,552) (381,815)	
Net Change in Cash and Cash Equivalents	(1,	162,134)	(687,953)	
<b>CASH AND CASH EQUIVALENTS</b> Beginning of year	2,:	327,211	3,015,164	
End of year	<u>\$1,</u>	165,077	<u>\$ 2,327,211</u>	

See notes to consolidated financial statements

Notes to Consolidated Financial Statements December 31, 2023 and 2022

#### 1. Organization and Tax Status

Global Outreach International, Inc. ("GOI") was incorporated on April 28, 2000 in Mississippi. GOI is a nonprofit corporation formed to provide opportunities to and support for Christian missionaries providing evangelism, discipleship, development and compassion ministries to people in approximately fifty countries around the world. GOI is supported primarily through donor contributions.

Spindigo Group, LLC ("Spindigo") was organized in 2017, and is a wholly-owned subsidiary of GOI. Spindigo was created to provide management and direction to various small organizations and individuals that support the vision and mission of GOI.

#### Principles of Consolidation

The accompanying consolidated financial statements include the accounts of GOI and Spindigo Group, LLC (collectively the "Organization"). All material intercompany accounts and transactions are eliminated in consolidation.

#### Income Taxes

GOI is a non-for-profit corporation exempt from Federal and state income taxes under Section 501(c)(3) of the Internal Revenue Code and is classified by the Internal Revenue Service as other than a private foundation. GOI is subject to the unrelated business income tax on leadership training income from certain clients. As a single member limited liability company, Spindigo Group, LLC is a disregarded entity included within the tax filings of GOI.

#### 2. Summary of Significant Accounting Policies

#### Basis of Presentation

The accompanying consolidated financial statements have been prepared on the accrual basis in accordance with accounting principles generally accepted in the United States of America ("U.S. GAAP").

#### Use of Estimates

The preparation of the consolidated financial statements in conformity with U.S. GAAP 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 consolidated financial statements, and the reported amounts of revenue and expenses during the reporting period. Accordingly, actual results could differ from those estimates.

Notes to Consolidated Financial Statements December 31, 2023 and 2022

#### 2. Summary of Significant Accounting Policies (continued)

#### Cash and Cash Equivalents

Cash and cash equivalents consist of demand deposits and cash held in investment accounts.

#### Contributions Receivable and Allowance for Doubtful Accounts

Contributions receivable expected to be collected within one year are recorded at their net realizable value. Contributions receivable that are expected to be collected in future years are recorded at the present value of estimated future cash flows. Management assesses receivables to determine whether balances are probable of collection based on historical experience of collections. Management records bad debt expense for those accounts where collections are doubtful. As of December 31, 2023 and 2022, management expects all receivables to be collected within one year, and therefore no allowance for doubtful accounts is necessary.

#### Investments

Investments are stated at fair value based on quoted prices in active markets. Purchases and sales of securities are recorded on a trade-date basis. Interest income is recorded on the accrual basis. Dividend income is recorded on the ex-dividend basis. Realized and unrealized gains and losses are included in the determination of the change in net assets.

#### Fair Value Measurements

The Organization follows U.S. GAAP guidance on *Fair Value Measurements* which defines fair value and establishes a fair value hierarchy organized into three levels based upon the input assumptions used in pricing assets. Level 1 inputs have the highest reliability and are related to assets with unadjusted quoted prices in active markets. Level 2 inputs relate to assets with other than quoted prices in active markets which may include quoted prices for similar assets or liabilities or other inputs which can be corroborated by observable market data. Level 3 inputs are unobservable inputs and are used to the extent that observable inputs do not exist. All of the Organization's investments at fair value are categorized as Level 1 investments as of December 31, 2023 and 2022.

#### **Property and Equipment**

Property and equipment is recorded at cost, if purchased, or fair value, if donated, and is depreciated using the straight-line method over the estimated useful lives of the assets which range from three to thirty-nine years. The Organization capitalizes property and equipment with a cost, or value if donated, of \$1,000 or more.

Notes to Consolidated Financial Statements December 31, 2023 and 2022

#### 2. Summary of Significant Accounting Policies (continued)

#### Property and Equipment (continued)

The Organization evaluates its long-lived assets for impairment whenever events or changes in circumstances would indicate that the carrying value of assets may not be recoverable. Long-lived assets would be deemed to be impaired if projected undiscounted future net cash flows are less than the carrying value of the assets. There was no impairment loss recognized in 2023 and 2022.

#### Presentation of Net Assets

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

Net assets without donor restrictions represent resources that are not subject to donorimposed restrictions as to time or purpose.

Net assets with donor restrictions represent net assets subject to donor-imposed restrictions that expire by the passage of time, or actions of the Organization. When a donor's time-restriction expires or a purpose-restriction is accomplished, net assets with donor restrictions are reclassified as net assets without donor restrictions and reported in the accompanying consolidated statements of activities as net assets released from restrictions.

#### Support and Revenue

The Organization receives donations from individuals, churches, and groups across the United States to support its missionaries and to fund its administrative costs and are recognized when unconditional promises to give are made or upon receipt of cash or other assets. All donations are available for general use unless specifically restricted by the donor. Donations restricted by the donor are reported as increases in net assets with donor restrictions. Conditional promises to give are recognized when the conditions on which they depend are substantially met.

#### Investment Return

Investment return, including realized and unrealized gains and losses, interest and dividend income is reported as an increase or decrease in net assets without donor restrictions unless a donor places restrictions on the income's use. No restricted investment income was recorded for the years ended December 31, 2023 and 2022.

Notes to Consolidated Financial Statements December 31, 2023 and 2022

#### 2. Summary of Significant Accounting Policies (continued)

#### Donated Property and Services

Contributions of assets other than cash are recorded at their estimated fair value on the date of donation. Contributions of services are recognized only if they (1) create or enhance nonfinancial assets or (2) require specialized skills and are provided by individuals possessing those skills and would typically need to be purchased if not provided by donation. These services are recorded at their fair values in the period received. No such services were received by the Organization during the years ended December 31, 2023 and 2022. However, many individuals volunteer their time and assist the Organization with administrative tasks and mission work. These contributed services do not meet the above criteria and are not reflected in the accompanying consolidated financial statements.

#### Functional Expense Allocations

The consolidated financial statements of the Organization report certain categories of expenses that are attributable to more than one program or supporting function. Therefore, these expenses require allocation on a reasonable basis that is consistently applied. The expenses that are allocated include salaries and benefits and missionary expense, which are allocated on the basis of time and effort estimates, and office, occupancy, travel, and other expenses, which are allocated on the basis of setimated cost per function.

#### Advertising Costs

The Organization follows the policy of charging costs of advertising to expense as incurred. Advertising expense was \$32,955 and \$119,986 for the years ended December 31, 2023 and 2022.

#### Accounting for Uncertainty in Income Taxes

The Organization recognizes the effect of income tax positions only if those positions are more likely than not of being sustained. Management has determined that the Organization had no uncertain tax positions that would require financial statement recognition or disclosure. The Organization is no longer subject to examinations by the applicable taxing jurisdictions for periods prior to December 31, 2020.

#### Reclassifications

Certain items in the 2022 financial statements were reclassified to conform to the 2023 financial statements.

Notes to Consolidated Financial Statements December 31, 2023 and 2022

#### 2. Summary of Significant Accounting Policies (continued)

#### Subsequent Events Evaluation by Management

Management has evaluated subsequent events for disclosure and/or recognition in the consolidated financial statements through the date that the consolidated financial statements were available to be issued, which date is June 21, 2024.

#### 3. Concentration of Credit Risk

Financial instruments that potentially subject the Organization to concentrations of credit and market risk consist principally of cash and cash equivalents and investments held at financial institutions. Deposits held at financial institutions insured by the Federal Deposit Insurance Corporation ("FDIC") are insured up to \$250,000. Investment holdings at financial institutions insured by the Securities Investor Protection Corporation ("SIPC") are insured up to \$500,000 (\$250,000 for cash holdings). At times cash balances may exceed the FDIC and/or the SIPC limit.

The Organization places its investments in mutual funds, equity and fixed income securities at the direction of the Board with oversight from their investment managers. The investment portfolio is diversified by type of investments and industry concentrations so that no individual investment, investment advisor, investment manager or group of investments represents a significant concentration of credit risk. The Board monitors the credit risks associated with these securities on an ongoing basis.

#### 4. Missionary Loan Receivable

In September 2021, the Organization authorized a note of \$80,218 to a missionary. In 2022 an additional amount of \$99,782 was advanced to the missionary. The outstanding principal bears interest at a rate of 0.86% computed annually. Principal together with accrued and unpaid interest on the principal balance is due and payable in five annual and equal installments, beginning on September 1, 2022, with a final payment of all principal and accrued interest on September 1, 2026.

The amount due from the missionary as of December 31, 2023 and 2022 was \$110,250 and \$147,000, and is reflected as a note receivable in the accompanying consolidated statements of financial position.

Notes to Consolidated Financial Statements December 31, 2023 and 2022

#### 5. Investments

Investments are summarized as follows at December 31:

	20	23	20	22
	Cost	Fair Value	Cost	Fair Value
Equity securities Fixed income securities Mutual funds	\$ 2,036,729 1,000,583 4,612,207 \$ 7,649,519	\$ 2,331,393 988,200 4,667,223 \$ 7,986,816	\$ 2,479,244 2,494,354 2,152,302 \$ 7,125,900	\$ 2,516,257 2,454,645 2,077,088 \$ 7,047,990
Endowment fund				
Fixed income securities Equity securities	\$ 1,583,457 <u>1,380,820</u> 2,964,277	\$ 1,521,007 3,252,306 4,773,313	\$ 1,673,646 <u>1,366,613</u> 3,040,259	\$ 1,543,182 2,842,420 4,385,602
Cash and cash equivalents, at cost	276,642 \$ 3,240,919	276,642 \$ 5,049,955	165,570 \$ 3,205,829	165,570 \$ 4,551,172

#### 6. **Property and Equipment**

Property and equipment consist of the following as of December 31:

	2023	2022
Land	\$ 148,575	\$ 148,575
Building and improvements	1,105,316	1,105,316
Duplexes	209,166	209,166
Furniture and fixtures - duplexes	26,989	26,989
Office furniture and equipment	213,777	209,126
Equipment	41,960	13,853
	1,745,783	1,713,025
Less: Accumulated depreciation	<u>847,121</u> \$ 898,662	770,719 \$ 942,306

On August 1, 2018, GOI entered into a lease agreement with an unrelated nonprofit corporation (the Tenant) for the lease of 6.71 acres of land for \$1 per year. The Tenant has constructed a building on the land, which it occupies. The initial lease term is 50 years, and the Tenant shall be the owner of the improvements throughout this term. Upon expiration of the initial term or early termination of the lease, ownership of all improvements upon the land shall become the property of GOI. The lease may be renewed for another 50 years.

Notes to Consolidated Financial Statements December 31, 2023 and 2022

#### 7. Board Designation

Net assets without donor restrictions include a perpetual endowment fund designated by the Board of Directors for long-term investment. The endowment fund consists of cash and cash equivalents and investments and is managed by investment account advisors under the direction of a board of managers. The Organization's primary investment objectives are income and liquidity, with growth of capital being a secondary goal. Four percent of the fair value of the endowment fund's net assets as of the beginning of each calendar year is to be used for the operating, administrative, and capital expenses of the Organization for that year.

Board designated endowment fund transactions for 2023 and 2022 are summarized below.

	Years Ended December 31			
	2023	2022		
Endowment fund, beginning of year Investment Return	<u>\$ 4,551,172</u>	<u>\$ 5,531,204</u>		
Interest and dividends	95,585	73,362		
Net gains (losses) on sales of investments	147,946	(6,696)		
Net unrealized gains (losses) on investments	463,011	(819,379)		
Investment fees	(20,657)	(21,631)		
Investment Return	685,885	(774,344)		
Appropriation for expenditure	(187,102)	(205,688)		
Endowment fund, end of year	\$ 5,049,955	\$ 4,551,172		

#### 8. Net Assets with Donor Restrictions

Net assets with donor restrictions at December 31, 2023 and 2022 were comprised of the following:

	 2023		2022	
Missionary expense Capital campaign	\$ 7,961,438 -	\$	7,991,705 1,820	
Total	\$ 7,961,438	\$	7,993,525	

Notes to Consolidated Financial Statements December 31, 2023 and 2022

#### 8. Net Assets with Donor Restrictions (continued)

Net assets released from restrictions during 2023 and 2022 for various purposes are as follows:

	 2023	2022	
Missionary expense	\$ 16,853,552	\$ 17,563,872	
Capital campaign	 1,820		
Total	\$ 16,855,372	\$ 17,563,872	

#### 9. Retirement Plan

GOI has a Section 401(k) plan whereby GOI matches employee contributions up to 5% of compensation. Employer retirement contributions were \$160,266 and \$155,837 for the years ended December 31, 2023 and 2022.

#### 10. Liquidity and Availability of Financial Assets

The Organization sets a goal of having financial assets on hand to meet three months of operating expenses, which are, on average, around \$3,750,000 for missionary and mission project expenditures and \$500,000 for other expenditures. As part of its liquidity management, the Organization has a policy to structure its financial assets to be available as general expenditures, liabilities, and other obligations become due. The Organization invests some of its cash in excess of its daily needs in short-term investments.

The Organization is primarily funded by contributions from donors that are restricted for use by certain missionaries or for certain mission projects. The Organization requires and monitors individual budgets for each missionary and project and limits expenditures if funds are not available. The board of directors can also decide to draw upon the endowment fund if additional funds are needed.

Notes to Consolidated Financial Statements December 31, 2023 and 2022

#### 10. Liquidity and Availability of Financial Assets (continued)

The Organization's financial assets available to meet cash needs for general expenditures within one year of the date of the statement of financial position were as follows:

	2023	2022
Financial Assets:		
Cash and cash equivalents	\$ 1,165,077	\$ 2,327,211
Contributions receivable	977,291	562,393
Missionary loan receivable	110,250	147,000
Investments	7,986,816	7,047,990
Investments (Endowment fund)	5,049,955	4,551,172
Total Financial Assets	15,289,389	14,635,766
Less:		
Contractual or donor imposed restriction amounts		
Missionary loan receivable (noncurrent)	(73,500)	(110,250)
Purpose restricted for capital campaign	-	(1,820)
Purpose restricted for missionary expense	(7,961,438)	(7,991,705)
Board designated for endowment fund	(5,049,955)	(4,551,172)
	(13,084,893)	(12,654,947)
Add:		
Endowment spending (4% of endowment fund)	201,998	182,047
Spending for missionary expense	7,961,438	7,991,705
	8,163,436	8,173,752
Financial Assets Available to Meet General Operating		
Expenditures over the Next Twelve Months	<u>\$ 10,367,932</u>	\$ 10,154,571

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