#### CHRIST IN YOUTH, INC.

Auditor's Report and Financial Statements For the years ended December 31, 2020 and 2019



W. BENMILLER, CPALLC

### Christ In Youth, Inc.

# For the Years Ended December 31, 2020 and 2019 <u>Table of Contents</u>

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#### INDEPENDENT AUDITOR'S REPORT

## To the Board of Directors of Christ In Youth, Inc.

We have audited the accompanying financial statements of Christ In Youth, Inc. (a nonprofit organization), which comprise the statements of financial position as of December 31, 2020 and 2019, and the related statements of activities, functional expenses and cash flows for the years then ended, and the related notes to the financial statements.

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

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

#### Auditor's Responsibility

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

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

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

#### <u>Opinion</u>

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Christ In Youth, Inc. as of December 31, 2020 and 2019, 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.

W. Ben Miller, CPA LLC Webb City, Missouri January 25, 2022

#### Christ In Youth, Inc. Statements of Financial Position December 31, 2020 and 2019

<u>Assets</u>				
		2020		2019
Current assets:	•	704.000	•	4 000 050
Cash and cash equivalents Accounts receivable, net of allowance for doubtful	\$	794,928	\$	1,329,858
accounts of \$31,100 in 2020 and \$85,000 in 2019.		31,100		225,590
Unconditional promises to give net of allowance for doubtful		51,100		220,000
accounts of \$202,900 in 2020 and \$191,000 in 2019.		303,719		819,398
Travel advances		377		4,315
Prepaid program expenses		213,910		260,768
Inventory				58,403
Other current assets		6,128		
Total current assets		1,350,162		2,698,332
<b>-</b>				
Property and equipment, at cost:		200 007		200 007
Land		386,627		386,627
Building Equipment		2,417,310 4,963,369		2,400,951
Furniture and fixtures		4,903,309 182,288		4,820,196 173,366
Vehicles		316,359		267,359
Construction in progress		2,250		30,632
		8,268,203		8,079,131
Less accumulated depreciation	(	5,399,487)	(	5,006,128)
		2,868,716		3,073,003
		, ,		, , ,
Other assets:				
Investment held for long-term purposes		33,062		32,927
		33,062		32,927
Total assets	\$	4,251,940	\$	5,804,262
				<u> </u>
Liabilities and Net Assets				
Current liabilities:	•	100.000	•	
Line of credit	\$	100,000	\$	
Accounts payable		43,427		89,725
Accrued expenses		131,113		174,971
Current maturities of long-term notes payable		98,050 206 205		97,453
Deferred revenue		306,305		2,045,168
Total current liabilities Long-Term Liabilities		678,895		2,407,317
Notes Payable		1,269,222		1,361,229
Net assets:		1,200,222		1,001,220
Assets without donor restrictions		2,104,913		1,651,390
Assets with donor restrictions		198,910		384,326
Total net assets		2,303,823		2,035,716
Total liabilities and net assets	\$	4,251,940	\$	5,804,262

#### Christ In Youth, Inc. Statement of Activities For the Year Ended December 31, 2020

	Without Donor Restrictions		With Donor Restrictions		Total
Revenues and other support					
Public support	\$	3,058,361	\$		\$ 3,058,361
Program revenue		2,465,744			2,465,744
Program offerings		202,057			202,057
Sale of resources		226,730			226,730
Investment return		2,490			2,490
Payroll Protection Program Income		919,600			919,600
Gain on disposal of assets		51,105			51,105
Other		33,167			33,167
Support provided by expiring time and					
purpose restrictions		185,416	(	185,416)	 
Total revenues and other support		7,144,670	(	185,416)	 6,959,254
Expenses Programs: Fundraising Administration Total expenses		5,454,992 331,183 904,972 6,691,147		  	 5,454,992 331,183 904,972 6,691,147
Change in net assets Net assets, beginning of year		453,523 1,651,390	(	185,416) 384,326	268,107 2,035,716
Net assets, end of year	\$	2,104,913	\$	198,910	\$ 2,303,823

#### Christ In Youth, Inc. Statement of Activities For the Year Ended December 31, 2019

	Without Donor Restrictions			ith Donor strictions		Total
Revenues and other support						
Public support	\$	677,949	\$	297,678	\$	975,627
Program revenue		18,121,944				18,121,944
Program offerings		122,321				122,321
Sale of resources		1,577,062				1,577,062
Investment return		20,165				20,165
Other		39,565				39,565
Support provided by expiring time and						
purpose restrictions		394,588	(	394,588)		
Total revenues and other support		20,953,594	(	96,910)		20,856,684
Expenses Programs: Move Believe SuperStart Mix Wilderness Engage International conference Resources Fundraising Administration Total expenses		11,131,764 1,289,460 975,526 3,910,488 38,404 863,461 394,588 520,727 960,944 945,664 21,031,026				11,131,764 1,289,460 975,526 3,910,488 38,404 863,461 394,588 520,727 960,944 945,664 21,031,026
Change in net assets	(	77,432)	(	96,910)	(	174,342)
Net assets, beginning of year		1,728,822		481,236		2,210,058
Net assets, end of year	\$	1,651,390	\$	384,326	\$	2,035,716

#### Christ In Youth, Inc. Statement of Functional Expenses For the Year Ended December 31, 2020

	 Program	Adı	ministration	F	undraising	 Total
Salaries and wages	\$ 2,895,363	\$	340,631	\$	170,316	\$ 3,406,310
Pension plan	107,784		14,285		7,792	129,861
Employee benefits	432,536		72,958		15,634	521,128
Legal fees	-		33,501		-	33,501
Accounting fees	-		10,000		-	10,000
Insurance	53,648		13,238		2,787	69,673
Interest	-		66,877		-	66,877
Depreciation	448,591		19,294		14,471	482,356
Bad debts	-		155,132		-	155,132
Direct program expenses	1,352,421		-		13,661	1,366,082
Advertising and promotion	-		4,712		31,534	36,246
Office expense	-		10,834		12,718	23,552
Occupancy expense	-		79,050		5,950	85,000
Travel expenses	31,153		385		6,923	38,461
Conferences and board meetings	4,504		3,261		-	7,765
Grants to other organizations	-		-		-	-
Shipping and supplies	18,974		49,110		43,530	111,614
Event security	93,491		15,219		-	108,710
Staff development	3,758		611		-	4,369
Other (with allocations)	 12,769		15,874		5,867	34,510
	\$ 5,454,992	\$	904,972	\$	331,183	\$ 6,691,147

#### Christ In Youth, Inc. Statement of Functional Expenses For the Year Ended December 31, 2019

		Program	Ac	ministration	n Fundraising		 Total
Salaries and wages	\$	3,438,474	\$	419,067	\$	214,484	\$ 4,072,025
Pension plan		105,691		14,469		7,515	127,675
Employee benefits		509,608		83,252		22,530	615,390
Legal fees		-		3,814		-	3,814
Accounting fees		-		4,830		-	4,830
Insurance		58,282		14,233		3,618	76,133
Interest		-		71,719		-	71,719
Depreciation		512,804		23,241		16,961	553,006
Bad debts		-		9,063		-	9,063
Direct program expenses		13,599,301		-		92,598	13,691,899
Advertising and promotion		-		58,026		375,678	433,704
Office expense		-		26,440		30,952	57,392
Occupancy expense		-		53,020		3,919	56,939
Travel expenses		563,199		9,870		128,531	701,600
Conferences and board meetings	S	29,051		21,419		-	50,470
Grants to other organizations		177,728		-		-	177,728
Shipping and supplies		11,995		31,262		27,836	71,093
Event security		41,184		-		-	41,184
Staff development		-		6,882		-	6,882
Other (with allocations)	-	77,100		95,057		36,323	208,480
	\$	19,124,417	\$	945,664	\$	960,945	\$ 21,031,026

#### Christ In Youth, Inc. Statements of Cash Flows For the Years Ended December 31, 2020 and 2019

	2020	2019
Cash flows from operating activities:		
Change in net assets	\$ 268,107	\$ (174,342)
Adjustment to reconcile change in net assets to cash		
provided by operating activities:		
Depreciation	482,356	553,006
Bad debts	155,132	9,063
(Gain) loss on sale of property and equipment	(51,105)	(13,221)
Change in:		
Accounts receivable	194,490	(28,966)
Net unconditional promises to give	360,547	258,995
Travel advances	3,938	(1,529)
Prepaid program expenses	46,858	65,801
Inventory	58,403	5,281
Other current assets	(6,128)	-
Accounts payable	(46,298)	(84,562)
Accrued expenses	(43,858)	25,150
Deferred revenue	(1,738,863)	275,319
Net cash flows from operating activities	(316,421)	889,995
Cash flows from investing activities:		
Purchase of property and equipment	(070 464)	(104 502)
	(279,464)	(184,503) 13,221
Proceeds from sale of property and equipment	52,500	
Change in long term cash investment	(135)	4,251
Net cash flows from investing activities	(227,099)	(167,031)
Cash flows from financing activities:		
Net increase (decrease) on line of credit	100,000	(450,000)
Principal payments on long-term debt	(91,410)	(96,695)
Net cash flows from financing activities	8,590	(546,695)
Increase (decrease) in cash and cash equivalents	(534,930)	176,269
Cash and cash equivalents, beginning of year	1,329,858	1,153,589
Cash and cash equivalents, end of year	\$ 794,928	\$ 1,329,858
Interest Paid	\$ 66,877	\$ 71,719
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#### Note 1 — Summary of Significant Accounting Policies

This summary of significant accounting policies of Christ in Youth, Inc. (the Organization) is presented to assist in understanding the Organization's financial statements. The financial statements and notes are representations of the Organization's management who is responsible for their integrity and objectivity. These accounting policies conform to generally accepted accounting principles and have been consistently applied in the preparation of the financial statements.

<u>Nature of Operations</u> — The Organization's revenues are predominantly from providing conferences, conventions and seminars to encourage spiritual development for youth and those who work with youth. The Organization also informs and equips youth to work within the local church and with other youth in the community.

<u>Accounts receivable</u> — The Organization's receivables consist primarily of unsecured resource and program fee receivables.

<u>Inventory</u> — Inventory is stated at the lower of cost, determined using the first-in, first-out method, or market.

<u>Property and equipment</u> — Property and equipment are stated at cost, or at estimated fair value at time of donation if contributed, and depreciated over the estimated useful life of each asset. Depreciation is computed using the straight-line method.

<u>Investments</u> – Investments in equity securities having a readily determinable fair value are carried at fair value. All other investments are valued at the lower of cost (or fair value at time of donation, if acquired by contribution) or market value. Investment income and gains that are initially restricted by donor stipulation and for which the restriction will be satisfied in the same year are included in unrestricted net assets. Other investment income, gains and losses are reflected in the statement of activities as unrestricted, temporarily restricted or permanently restricted based upon the existence and nature of any donor or legally imposed restrictions.

<u>Tax Status</u> — The Organization is a not-for-profit organization exempt from income taxes under Internal Revenue Code Section 501(c)(3) and a similar section of state law and is classified by the Internal Revenue Service as other than a private foundation.

<u>Use of Estimates</u> — The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosures 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.

<u>Contributions</u> — All contributions are considered to be available for unrestricted use unless specifically restricted by the donor. All contributions are reported as increases in net assets without donor restrictions unless use of the contributed assets is specifically restricted by the donor. Amounts received that are restricted by the donor to use in future periods or for specific purposes are reported as increases in net assets with donor restrictions.

Gifts of long-lived assets with explicit restrictions that specify how the assets are to be used and gifts of cash or other assets that must be used to acquire long-lived assets are reported as restricted support. Absent explicit donor stipulations about how long those long-lived assets must be maintained, the Organization reports expirations of donor restrictions when the donated or acquired long-lived assets are placed in service.

#### Note 1 — Summary of Significant Accounting Policies — (continued)

<u>Contributions</u> — (continued) Unconditional gifts expected to be collected within one year are reported at their net realizable value. Unconditional gifts expected to be collected in future years are reported at the present value of estimated future cash flows. The resulting discount is amortized using the level-yield method and is reported as contribution revenue. Conditional promises to give are not included as support until the conditions are substantially met.

<u>Cash and Cash Equivalents</u> – For purposes of the statement of cash flows, the Organization considers all highly liquid investments available for current use with an initial maturity of three months or less to be cash equivalents.

Advertising – Advertising costs are expensed as incurred.

<u>Net Assets</u> - The financial statements report net assets and changes in net assets in two classes that are based upon the existence or absence of restrictions on use that are placed by its donors, as follows:

- <u>Net Assets Without Donor Restrictions</u> Net assets without donor restrictions are resources available to support operations. The only limits on the use of these net assets are the broad limits resulting for the nature of the organization, the environment in which it operates, the purposes specified in it corporate documents and its application for tax-exempt status, and any limits resulting from contractual agreements with creditors and others that are entered into in the course of its operations.
- <u>Net Assets With Donor Restrictions</u> Net assets with donor restrictions are resources that are
  restricted by a donor for use for a particular purpose or in a particular future period. Some donorimposed restrictions are temporary in nature, and the restriction will expire when the resources are
  used in accordance with the donor's instructions or when the stipulated time has passed. Other
  donor-imposed restrictions are perpetual in nature; the organization must continue to use the
  resources in accordance with the donor's instructions.

The organization's unspent contributions are included in this class if the donor limited their use. When a donor's restriction is satisfied, either by using the resources in the manner specified by the donor or by the passage of time, the expiration of the restriction is reported in the financial statements by reclassifying the net assets from net assets with donor restrictions to net assets without donor restrictions. Net assets restricted for acquisition of buildings or equipment (or less commonly, the contribution of those assets directly) are reported as net assets with donor restrictions until the specified asset is placed in service by the organization, unless the donor provides more specific directions about the period of its use.

#### Note 2 — Significant Concentrations of Credit Risk

The Organization maintains its operating cash balances in accounts at two banks in Joplin, Missouri. The balances held at each bank some of which are insured by the Federal Deposit Insurance Corporation up to \$250,000. From time to time the balance in the accounts exceeds the insured limit. At December 31, 2020 and 2019 the Organization's uninsured cash balance was \$369,418 and \$799,918, respectively. The Organization has not experienced any losses in such accounts and believes it is not exposed to significant credit risk to cash.

The Organization also maintains accounts with the Church Development Fund (CDF) in Irvine, California. This account is used for short-term cash deposits received primarily from program registration fees. Although a higher rate of interest is earned for deposits to these accounts, monies deposited with CDF are uninsured. The Organization's uninsured CDF cash balance was \$11,959 and \$44,742 at December 31, 2020 and 2019, respectively.

#### Note 3 – Liquidity and Availability

Financial assets available for general expenditure, that is, without donor or other restrictions limiting their use, within one year of December 31, 2020 and 2019 are listed in the following table. As part of the liquidity management plan, the Organization maintains revolving lines of credit of \$1,100,000 and \$300,000 to cover short-term cash needs (note 6).

	2020	2019
Financial assets		
Cash and cash equivalents	\$ 794,928	\$ 1,329,858
Accounts and contributions receivable	334,819	1,044,988
Total financial assets	1,129,747	2,374,846
Less financial assets held to meet donor- imposed restrictions		
Net asset with donor restrictions	(198,910)	(384,326)
Amount available for general expenditures within one year	930,837	1,990,520

#### Note 4 — Investments

Amounts carried in investments at December 31 consisted of the following:

, , , , , , , , , , , , , , , , , , ,	<u>2020</u>	<u>2019</u>
Certificates of deposit	\$ 11,958	\$ 11,823
Equity securities	21,104	21,104
	<u>\$ 33,062</u>	<u>\$ 32,927</u>
Investment return during the year consisted of the following: Investment and interest income	\$2,490	\$20,165

#### Note 5 — Rentals

The Organization rents facilities on an as needed basis for the various conferences held throughout the year. Total facility rental expense was \$283,875 for 2020 and \$9,888,038 for 2019.

#### Note 6 — Debt

Year ending

The Organization has a line of credit agreement which expires March 16, 2022; maximum borrowings of \$1,100,000; interest at 4.5% prime rate subject to a 4.5% floor rounded to the nearest .125 payable monthly; secured by property. The balance on the line of credit was \$100,000 and \$0 at December 31, 2020 and 2019, respectively.

In August 2020, a revolving line of credit allowing for total indebtedness at a maximum of \$300,000 was obtained, with interest payable at 4.5%. Monthly interest payments are due on the outstanding balances. The agreement expires January 1, 2023 and is secured by the Organization's assets. At December 31, 2020, the balance on the line of credit was \$0.

The Organization has a long-term note payable which expires December 1, 2022; maximum borrowings of \$660,000; interest payable at 4.75%, principal payable monthly of \$6,942 starting July 1, 2018. The balance on the note was \$480,722 at December 31, 2020 and \$534,533 at December 31, 2019, respectively.

The Organization has a long-term note payable related to a land purchase and the construction of a warehouse. The note payable for the land was secured in 2015 and was rolled into the note payable for both the land and warehouse construction in 2016, secured by the land and warehouse.

Notes payable at December 31, 2020 and 2019 also consist of the following:

	<u>2020</u>	<u>2019</u>
Note payable to Southwest Missouri Bank, due in monthly installments of \$6,399, including principal and interest at 4.25%, maturing in December 2021, extended to maturity In December 2026, with monthly payments of \$6,425 at 4.25%	\$ 886,550	\$ 924,129

Scheduled maturities of notes payable at December 31, 2020 were as follows:

2021	\$ 98,050
2022	460,411
2023	43,570
2024	45,458
2025	47,428
Thereafter	 672,355
	\$ 1,367,272

#### Note 7 – Payroll Protection Program Funds

During 2020, the Organization received a Payroll Protection Program loan backed by the Small Business Administration in the amount of \$919,600, and once forgiveness requirements were met, the Organization submitted an application for forgiveness of the Payroll Protection Program note. If the note balance had not been forgiven, the note would have been repaid over a 2 year period at an interest rate of 1%. During 2020, the note was forgiven by the SBA, and therefore income in the amount of \$919,600 was recognized in the fiscal year ended December 31, 2020.

In January 2021, the Organization qualified for and received a second Payroll Protection Program loan for \$937,405. If forgiveness requirements are not met for the note, the note will be required to be repaid over a 5 year period at an interest rate of 1%.

#### Note 8 — Pension Plan

The Organization provides a retirement plan for all employees under IRS Code Section 401(k). After completing one year of service, the Organization's dollar for dollar matching contributions on behalf of the employees, up to 6% of the employee's salary, were \$129,861 and \$127,675 for 2020 and 2019, respectively.

#### Note 9 — Net Assets With Donor Restrictions

Net assets with donor restrictions are being held for the purpose of fulfilling the Amplify the Call capital campaign, Mix Expansion, and International Conferences. The assets will be used to bring programs to new regions in the United States, expand video production capabilities, increase web development efforts, provide for a storage facility, and hold conferences in India, Central America, South America, Myanmar and Africa. Funds raised at the President's Weekend event will be used to expand programs to new locations both domestically and internationally. Funds also include a \$10,000 contribution, the income from which is to be used to provide Move Conference scholarships.

#### Note 10 — Donated Services

The Organization recognizes contribution revenue for services received at the fair market value of those services in accordance with criteria for the recognition of contributed services. For the years ending December 31, 2020 and 2019 no contribution revenue was recorded in the Statement of Activities. However, the Organization received donated services from a variety of unpaid volunteers assisting the Organization in its conferences for which no value has been assigned.

#### Note 11 — Functional Allocation of Expenses

The cost of providing the organization's programs and other activities is summarized on a functional basis in the statement of activities and statement of functional expenses. Expenses that can be identified with a specific program or support service are charged directly to that program or support service. Costs common to multiple functions have been allocated among the various functions benefited using a reasonable allocation method that is consistently applied, as follows:

• Salaries and wages, benefits, and payroll taxes are allocated based on activity reports prepared by key personnel.

• Other costs are allocated based on tracking by management and consistent use of general ledger coding.

General and administrative expenses include those costs that are not directly identifiable with any specific program, but which provide for the overall support and direction of the organization. Fundraising costs are expensed as incurred, even though they may result in contributions received in future years. The organization generally does not conduct its fundraising activities in conjunction with its other activities. In the few cases in which it does, such as when the annual report or donor acknowledgements contain requests for contributions, joint costs have been allocated between fundraising and general and administrative expenses in accordance with standards for accounting for costs of activities that include fundraising.

#### Note 12 — Income Taxes

The entity recognizes interest and penalties, if any, related to income taxes on separate line items in the statement of activities. Based upon Management's evaluation, there were no uncertain tax positions for which it is reasonably possible that they would jeopardize the tax-exempt status of the entity.

#### Note 13 — Subsequent Events

Subsequent events were evaluated through January 25, 2022, which is the date the financial statements were available to be issued.

During the early part of 2020, the spread of the coronavirus (COVID-19) in the United States began to impact the Organization's operations and events. Government recommendations and mandates have caused the Organization to cancel events that would include more than an insignificant number of participants, and individuals were strongly urged to avoid public contact to control the spread of COVID-19, causing temporary closures of the Organization's offices. These events will likely have a financial impact on the revenues and expenses of the Organization; an estimate of all of the financial effects of these events can't be made at this time due to the uncertainties of the duration of these effects, and the uncertainty related to sources of revenue, such as state and federal granting agencies.

As a result of COVID-19, Christ In Youth was unable to hold several events in the Spring (Believe and SuperStart programs) and Summer of 2020 (Move and Mix). Engage trips scheduled for summer 2020 were postponed to 2021 and would not represent a significant impact. The impact of 2020 event cancellations in the 2019 financials primarily affected Deferred Revenue. For the Summer tours, Christ In Youth asked churches to consider donating their deposits that were made that are reflected in 2019 Deferred Revenue. The chart below represents the Deferred Revenue reported in 2019 financials that were impacted by COVID-19 and the resulting transactions in 2020:

		2019					2020	
	Defe	Deferred Revenue		R	efunded	Donated		Total
Believe	\$	38,459		\$	38,459	\$	-	\$ 38,459
SuperStart		28,329			28,329		-	\$ 28,329
Move		1,276,998			280,096		996,902	\$ 1,276,998
Mix		394,451			65,425		329,026	\$ 394,451
Total	\$	1,738,237		\$	412,309	\$1	,325,928	\$ 1,738,237

In addition, the Organization applied for and was approved for a \$919,600 Paycheck Protection Program loan through the U.S. Small Business Administration (SBA) that was subsequently forgiven in late 2020 according to SBA guidelines.