Consolidated Financial Statements

December 31, 2020 and 2019



Independent Auditors' Report

Board of Directors Global Outreach International, Inc.

We have audited the accompanying consolidated financial statements of Global Outreach International, Inc. ("GOI") and Subsidiaries (the "Organization") which comprise the consolidated statements of financial position as of December 31, 2020 and 2019, 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.

Management's Responsibility for the Consolidated Financial Statements

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

Auditors' Responsibility

Our responsibility is to express an opinion on these consolidated 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 consolidated financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the consolidated 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 consolidated 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 consolidated financial statements.

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

Board of Directors Global Outreach International, Inc.

PKF O'Connor Davies, LLP

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Opinion

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the consolidated financial position of Global Outreach International, Inc. and Subsidiaries as of December 31, 2020 and 2019, and the consolidated changes in their net assets and their cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

August 19, 2021

Consolidated Statements of Financial Position

	December 31			
	2020	2019		
ASSETS				
Current Assets				
Cash and cash equivalents	\$ 2,491,205	\$ 1,571,091		
Consulting contracts receivable	67,811	13,481		
Investments	7,141,481	5,214,137		
Prepaid expenses	31,201	28,023		
Total Current Assets	9,731,698	6,826,732		
Investments (Endowment fund)	4,832,635	4,407,481		
Property and equipment, net	1,023,910	1,021,117		
Total Assets	\$ 15,588,243	\$ 12,255,330		
LIABILITIES AND NET ASSETS				
Liabilities				
Accounts payable	\$ 13,600	\$ 157,042		
Accrued liabilities	50,209	58,651		
Total Liabilities	63,809	215,693		
Net Assets				
Without Donor Restrictions				
Undesignated	2,574,367	1,365,392		
Board designated	4,832,635	4,407,481		
Total Without Donor Restrictions	7,407,002	5,772,873		
With donor restrictions	8,117,432	6,266,764		
Total Net Assets	15,524,434	12,039,637		
	\$ 15,588,243	\$ 12,255,330		

Consolidated Statements of Activities

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Year	⊢nc	led

		December 31, 2020)		December 31, 201	9
	Without Donor	With Donor		Without Donor	With Donor	
	Restrictions	Restrictions	Total	Restrictions	Restrictions	Total
SUPPORT AND REVENUE						
Donations	\$ 987,932	\$ 15,101,656	\$ 16,089,588	\$ 872,998	\$ 15,498,660	\$ 16,371,658
Paycheck Protection Program loan forgiveness	458,700	-	458,700	-	-	_
Training and consulting contract revenues	400,361	-	400,361	308,591	-	308,591
Merchandise sales and other income	50	1,424	1,474	2,736	18,371	21,107
Investment return	1,274,043	-	1,274,043	1,256,123	-	1,256,123
Net assets released from restrictions	13,252,412	(13,252,412)		14,299,509	(14,299,509)	
Total Support and Revenue	16,373,498	1,850,668	18,224,166	16,739,957	1,217,522	17,957,479
EXPENSES						
Program services	12,978,839	-	12,978,839	13,772,972	-	13,772,972
Management and general	1,536,657	_	1,536,657	1,721,626	_	1,721,626
Fundraising	223,873	<u>-</u> _	223,873	227,747	<u> </u>	227,747
Total Expenses	14,739,369		14,739,369	15,722,345		15,722,345
Change in Net Assets	1,634,129	1,850,668	3,484,797	1,017,612	1,217,522	2,235,134
NET ASSETS						
Beginning of year	5,772,873	6,266,764	12,039,637	4,755,261	5,049,242	9,804,503
End of year	\$ 7,407,002	\$ 8,117,432	\$ 15,524,434	\$ 5,772,873	\$ 6,266,764	\$ 12,039,637

Consolidated Statements of Functional Expenses

Year Ended

				1 Out L	inaca			
		Decembe	r 31, 2020			Decembe	r 31, 2019	
		Management				Management		
	Program	and			Program	and		
	Services	General	Fundraising	Total	Services	General	Fundraising	Total
Salaries	\$ 5,465,796	\$ 608,052	\$ 73,409	\$ 6,147,257	\$ 5,092,297	\$ 641,776	\$ 131,213	\$ 5,865,286
Payroll taxes and employee benefits	480,615	42,204	24,391	547,210	443,399	63,328	24,288	531,015
Total Salaries and Related Expenses	5,946,411	650,256	97,800	6,694,467	5,535,696	705,104	155,501	6,396,301
Missionary expense	6,796,487	754,801	-	7,551,288	7,914,598	877,682	-	8,792,280
Direct mail	4,612	512	59,805	64,929	223	1,166	5,194	6,583
Client expenses	3,941	438	-	4,379	16,297	1,811	-	18,108
Depreciation	41,857	11,959	12,624	66,440	37,718	10,777	11,375	59,870
Insurance	18,153	5,187	5,475	28,815	18,342	5,240	5,532	29,114
Miscellaneous	426	47	-	473	1,747	-	-	1,747
Occupancy	37,325	10,593	11,134	59,052	34,279	6,789	9,545	50,613
Office expense	32,553	9,179	9,147	50,879	87,393	14,015	12,378	113,786
Professional services	65,825	61,244	-	127,069	55,125	68,184	-	123,309
Professional development and training	12,689	340	-	13,029	23,148	5,267	-	28,415
Software and computer	6,118	25,364	25,461	56,943	2,908	21,867	21,719	46,494
State registration	-	5,090	-	5,090	-	-	-	-
Travel	12,442	1,647	2,427	16,516	45,498	3,724	6,503	55,725
	\$ 12,978,839	\$ 1,536,657	\$ 223,873	\$ 14,739,369	\$ 13,772,972	\$ 1,721,626	\$ 227,747	\$ 15,722,345

Consolidated Statements of Cash Flows

	Year Ended		
	December 31		
	2020	2019	
CASH FLOWS FROM OPERATING ACTIVITIES			
Change in net assets	\$ 3,484,797	\$ 2,235,134	
Adjustments to reconcile change in net assets	, ,	, ,	
to net cash from operating activities			
Depreciation	66,440	59,870	
Loss on sale of equipment	-	2,777	
Unrealized gain on investments	(935,503)	(1,018,618)	
Realized gain on investments	(154,258)	(45,621)	
Donated investments	(168,808)	(40,103)	
Donated property and equipment	-	(17,480)	
Changes in Assets and Liabilities		, ,	
Consulting contracts receivable	(54,330)	20,022	
Prepaid expenses	(3,178)	(475)	
Accounts payable	(143,442)	101,908	
Accrued liabilities	(8,442)	48,759	
Contract deposits	<u> </u>	(8,688)	
Net Cash from Operating Activities	2,083,276	1,337,485	
CASH FLOWS FROM INVESTING ACTIVITIES			
Proceeds from sale of investments	4,862,511	2,853,216	
Proceeds from sale of investments (Endowment fund)	500,846	576,173	
Purchases of investments	(6,056,258)	(3,728,237)	
Purchases of investments (Endowment fund)	(401,028)	(501,010)	
Purchase of property and equipment	(69,233)	(173,434)	
Proceeds from sale of property and equipment		1,000	
Net Cash from Investing Activities	(1,163,162)	(972,292)	
Net Change in Cash and Cash Equivalents	920,114	365,193	
CASH AND CASH EQUIVALENTS			
Beginning of year	1,571,091	1,205,898	
End of year	\$ 2,491,205	\$ 1,571,091	

Notes to Consolidated Financial Statements December 31, 2020 and 2019

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.

GOinnovation, LLC was organized in 2017, and is a wholly-owned subsidiary of Spindigo. GOinnovation, LLC was created to accomplish the mission of GOI by providing human development and leadership training to churches, nonprofits, ad businesses throughout the world.

Principles of Consolidation

The accompanying consolidated financial statements include the accounts of GOI, Spindigo Group, LLC and GOinnovation, 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 single member limited liability companies, Spindigo Group, LLC and GOinnovation, LLC are disregarded entities 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, 2020 and 2019

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.

Allowance for Consulting Contracts Receivable

An allowance for doubtful accounts is established for amounts where there exists doubt as to whether an amount will be fully collectible. The determination of this allowance is an estimate based on the Organization's historical experience, review of balances and expectations relative to collections.

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 are categorized as Level 1 investments as of December 31, 2020 and 2019.

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.

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 2020 and 2019.

Notes to Consolidated Financial Statements December 31, 2020 and 2019

2. Summary of Significant Accounting Policies (continued)

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 donor-imposed 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

GOI 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.

Consulting Fees

GOinnovation, LLC enters into contracts with customers to provide leadership training and other consulting services. The transaction price is determined based on an estimate of the time and materials involved to complete the service requested. GOinnovation, LLC's performance obligations are considered satisfied as the service is rendered based on hours of consulting or training within the same year. Payment terms vary according to the nature of the client's contract. For short-term project related contracts, GOinnovation, LLC typically invoices clients for half of the contract amount before performing services with the remaining amount to be invoiced after completion. For longer-term contracts, GOinnovation, LLC typically invoices the clients quarterly over the performance of the contract. Invoices are payable within thirty days. Revenue is recognized as performance obligations are satisfied.

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, 2020 and 2019.

Notes to Consolidated Financial Statements December 31, 2020 and 2019

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 or 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, 2020 and 2019. 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 estimated cost per function.

Advertising Costs

The Organization follows the policy of charging costs of advertising to expense as incurred. Advertising expense was \$7,515 and \$17,075 for the years ended December 31, 2020 and 2019.

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, 2017.

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 August 19, 2021.

Notes to Consolidated Financial Statements December 31, 2020 and 2019

3. Concentration of Credit Risk

Financial instruments that potentially subject the Organization to significant concentrations of credit risk consist principally of cash and cash equivalents and investments. At times cash and cash equivalents balances held at financial institutions were in excess of federally insured limits. The Organization has not experienced any losses on its cash deposits.

Investments are diversified by type of industry concentrations so that no individual investment or group of investments represents a significant concentration of market risk.

4. Investments

Investments are summarized as follows at December 31:

	20)20	2019		
	Cost	Fair value	Cost	Fair value	
Equity securities Mutual funds	\$ 1,715,948 4,826,574 \$ 6,542,522	\$ 2,059,541 5,081,940 \$ 7,141,481	\$ 1,114,397 4,048,462 \$ 5,162,859	\$ 1,161,190 4,052,947 \$ 5,214,137	
Endowment fund					
Fixed income securities Equity securities	\$ 1,323,189 1,620,126 2,943,315	\$ 1,374,712 3,354,768 4,729,480	\$ 1,324,270 1,517,668 2,841,938	\$ 1,335,481 2,904,800 4,240,281	
Cash and cash equivalents, at cost	103,155 \$ 3,046,470	103,155 \$ 4,832,635	167,200 \$ 3,009,138	167,200 \$ 4,407,481	

5. Property and Equipment

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

	2020	2019
Land	\$ 148,575	\$ 148,575
Building and improvements	1,087,482	1,023,718
Duplexes	209,166	209,166
Furniture and fixtures - duplexes	26,989	26,989
Office furniture and equipment	168,884	163,415
Equipment	11,000	11,000
	1,652,096	1,582,863
Less: Accumulated depreciation	628,186	<u>561,746</u>
	\$ 1,023,910	\$ 1,021,117

Notes to Consolidated Financial Statements December 31, 2020 and 2019

5. Property and Equipment (continued)

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 sooner 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.

6. Paycheck Protection Program Loan Forgiveness

In April 2020, GOI and GOInnovation, LLC received loan proceeds of \$432,200 and \$26,500, respectively from the Small Business Administration ("SBA") under the Paycheck Protection Program (the "PPP"). The PPP, established as part of the Coronavirus Aid, Relief and Economic Security Act (the "CARES Act"), provides for loans to qualifying entities for amounts up to 2.5 times the 2019 average monthly payroll expenses of the qualifying entity. The loans have an interest rate of 1.00% per annum. If certain conditions are met, the loans may be forgiven.

In November 2020 and January 2021, the defined conditions were met for GOI and GOInnovation, LLC, respectively, and as a result, the SBA notified GOI and GOInnovation, LLC that their PPP loans were forgiven. The Organization has elected to report the proceeds from the PPP loans as conditional grants under requirements contained in ASU 2018-08, "Clarifying the Scope and Accounting Guidance for Contributions Received and Contributions Made." Accordingly, the Organization recognized the full amount of the proceeds from the PPP loans as PPP loan forgiveness in the 2020 statement of activities.

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.

Notes to Consolidated Financial Statements December 31, 2020 and 2019

7. Board Designation (continued)

Board designated endowment fund transactions for 2020 and 2019 are summarized below.

	Years Ended December 31		
	2020	2019	
Endowment fund, beginning of year Investment Return	\$ 4,407,481	\$ 3,750,541	
Interest and dividends	80,491	92,860	
Net gains on sales of investments	138,231	45,403	
Net unrealized gains on investments Investment fees	387,821 (18,583)	686,553 (17,854)	
Investment Return	587,960	806,962	
Appropriation for expenditure	(162,806)	(150,022)	
Endowment fund, end of year	\$ 4,832,635	\$ 4,407,481	

8. Net Assets with Donor Restrictions

Net assets with donor restrictions at December 31, 2020 and 2019 were comprised of the following:

	 2020		2019	
Missionary expense Capital campaign	\$ 8,115,312 2,120	\$	6,201,945 64,819	
Total	\$ 8,117,432	\$	6,266,764	

Net assets released from restrictions during 2020 and 2019 for various purposes are as follows:

	2020	2019
Missionary expense	\$ 13,189,714	\$ 14,192,664
Capital campaign	62,698	106,845
Total	\$ 13,252,412	\$ 14,299,509

Notes to Consolidated Financial Statements December 31, 2020 and 2019

9. Retirement Plan

GOI has a Section 401(k) plan whereby GOI matches employee contributions up to 5% of compensation. Employer retirement contributions were \$120,337 and \$111,304 for the years ended December 31, 2020 and 2019.

10. Related Party Transactions

Certain members of the board of directors of GOI also served as missionaries. Donations received from and missionary expense paid to these directors are included in the consolidated statements of activities as follows:

	Years	Years Ended December 31			
	2020 201		2019		
Donor-restricted donations and other income	\$	-	\$	117,878	
Program services expense		-		74,216	

11. 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 \$3,500,000 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, 2020 and 2019

11. 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:

	2020	2019
Financial Assets:		
Cash and cash equivalents	\$ 2,491,205	\$ 1,571,091
Consulting contracts receivable	67,811	13,481
Investments	7,141,481	5,214,137
Investments (Endowment fund)	4,832,635	4,407,481
Total Financial Assets	14,533,132	11,206,190
Less:		
Contractual or donor imposed restriction amounts		
Purpose restricted for capital campaign	(2,120)	(64,819)
Purpose restricted for missionary expense	(8,115,312)	(6,201,945)
Board designated for endowment fund	(4,832,635)	(4,407,481)
	(12,950,067)	(10,674,245)
Add:		
Endowment spending (4% of endowment fund)	193,305	176,299
Spending for missionary expense	7,156,141	4,626,307
	7,349,446	4,802,606
Financial Assets Available to Meet General Operating		
Expenditures over the Next Twelve Months	\$ 8,932,511	\$ 5,334,551

12. Contingencies

The Organization received a notice from the Internal Revenue Service seeking to impose an assessment due to potential noncompliance with the employer shared responsibility requirement under the Patient Protection and Affordable Care Act for the 2018 calendar year. Management believes it has a defense for such claim and the Organization has submitted a detailed response. Management's legal counsel feel it is premature to predict the likelihood that the Organization will ultimately be assessed with this payment, and management intends to dispute the assessment in accordance with the IRS established procedures. As management is unable to estimate the amount owed, no liability has been recorded in the financial statements.

The Coronavirus ("COVID-19") pandemic may continue to have an adverse effect on the results of operations. Given the uncertainty around the extent and timing of the potential future spread or mitigation of COVID-19 and around the imposition or relaxation of protective measures, management cannot reasonably estimate the impact to future results of operations, cash flows, or financial condition.

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