

Outreach International

Financial Report
September 30, 2020

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RSM US LLP

Independent Auditor's Report

Board of Directors
Outreach International

Report on the Financial Statements

We have audited the accompanying financial statements of Outreach International, which comprise the statements of financial position as of September 30, 2020 and 2019, the related statements of activities and changes in net assets, 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.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Outreach International as of September 30, 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.

RSM US LLP

Kansas City, Missouri
February 22, 2021

Outreach International

**Statements of Financial Position
September 30, 2020 and 2019**

	2020	2019
Assets		
Current assets:		
Cash and cash equivalents	\$ 212,127	\$ 25,380
Prepaid expenses and other assets	17,641	43,515
Other receivables	-	200,000
Total current assets	229,768	268,895
Investments	1,270,338	919,449
Building and equipment:		
Land and building	770,379	770,379
Building improvements	1,352,041	1,338,510
Furniture and equipment	208,610	207,889
Accumulated depreciation	(330,074)	(194,953)
Total building and equipment, net	2,000,956	2,121,825
Mineral rights	38,483	38,483
Total assets	\$ 3,539,545	\$ 3,348,652

See notes to financial statements.

	2020	2019
Liabilities and Net Assets		
Current liabilities:		
Accounts payable	\$ 14,702	\$ 4,750
Accrued expenses and other liabilities	52,424	43,209
Current portion of capital lease obligation	4,326	4,510
Line of credit	-	50,000
Total current liabilities	71,452	102,469
Long-term liabilities:		
Deferred compensation	98,973	73,504
Capital lease obligation, less current portion	-	4,325
Paycheck Protection Program loan	173,400	-
Total long-term liabilities	272,373	77,829
Total liabilities	343,825	180,298
Net assets:		
Without donor restrictions:		
General operating	1,775,774	252,707
Board-designated	1,024,492	1,484,237
Total without donor restrictions net assets	2,800,266	1,736,944
With donor restrictions	395,454	1,431,410
Total net assets	3,195,720	3,168,354
Total liabilities and net assets	\$ 3,539,545	\$ 3,348,652

Outreach International

Statements of Activities and Changes in Net Assets Years Ended September 30, 2020 and 2019

	2020			2019		
	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total
Revenues, gains, losses and other support:						
Contributions	\$ 3,168,714	\$ 91,503	\$ 3,260,217	\$ 3,158,375	\$ 166,486	\$ 3,324,861
Gifts-in-kind	-	217,303	217,303	-	249,879	249,879
Other revenue:						
Investment income	70,879	-	70,879	49,813	-	49,813
Other income	23,125	30,000	53,125	2,754	-	2,754
Net assets released from restrictions:						
Program use restrictions satisfied	1,374,762	(1,374,762)	-	396,605	(396,605)	-
Total revenues, gains, losses and other support	4,637,480	(1,035,956)	3,601,524	3,607,547	19,760	3,627,307
Expenses:						
Program services:						
Community development initiatives	2,374,373	-	2,374,373	2,695,022	-	2,695,022
Advocacy and development education	586,890	-	586,890	581,883	-	581,883
Total program services	2,961,263	-	2,961,263	3,276,905	-	3,276,905
Supporting services:						
Fundraising	352,220	-	352,220	337,231	-	337,231
Administration	260,675	-	260,675	249,565	-	249,565
Total supporting services	612,895	-	612,895	586,796	-	586,796
Total expenses	3,574,158	-	3,574,158	3,863,701	-	3,863,701
Changes in net assets	1,063,322	(1,035,956)	27,366	(256,154)	19,760	(236,394)
Net assets, beginning of year	1,736,944	1,431,410	3,168,354	1,993,098	1,411,650	3,404,748
Net assets, end of year	\$ 2,800,266	\$ 395,454	\$ 3,195,720	\$ 1,736,944	\$ 1,431,410	\$ 3,168,354

See notes to financial statements.

Outreach International

**Statement of Functional Expenses
Year Ended September 30, 2020**

	Program Services			Supporting Services			Total Expenses
	Community Development Initiatives	Advocacy and Development Education	Total Program Services	Fundraising	Administration	Total Supporting Services	
Salaries and wages	\$ 83,039	\$ 233,890	\$ 316,929	\$ 155,151	\$ 130,355	\$ 285,506	\$ 602,435
Payroll taxes and fees	4,404	14,409	18,813	10,892	9,680	20,572	39,385
Benefits	24,472	65,519	89,991	38,244	28,309	66,553	156,544
Other personnel	493	516	1,009	571	298	869	1,878
Professional fees	17,116	13,398	30,514	8,584	23,673	32,257	62,771
Advertising and promotion	446	3,207	3,653	2,262	155	2,417	6,070
Office supplies and printing	1,509	1,574	3,083	881	-	881	3,964
Information technology	35,303	29,766	65,069	20,987	15,402	36,389	101,458
Interest	706	456	1,162	322	513	835	1,997
Depreciation and amortization	49,660	39,206	88,866	24,830	21,426	46,256	135,122
Insurance	13,746	11,086	24,832	5,421	4,722	10,143	34,975
Resource development	118,155	166,759	284,914	75,650	22,732	98,382	383,296
Equipment and maintenance	4,617	3,426	8,043	2,319	2,034	4,353	12,396
Field support	382,770	-	382,770	-	-	-	382,770
Field operations	1,258,529	-	1,258,529	-	-	-	1,258,529
Community development projects	374,408	-	374,408	-	-	-	374,408
Miscellaneous	5,000	3,678	8,678	6,106	1,376	7,482	16,160
Total	\$ 2,374,373	\$ 586,890	\$ 2,961,263	\$ 352,220	\$ 260,675	\$ 612,895	\$ 3,574,158

See notes to financial statements.

Outreach International

Statement of Functional Expenses Year Ended September 30, 2019

	Program Services			Supporting Services			Total Expenses
	Community Development Initiatives	Advocacy and Development Education	Total Program Services	Fundraising	Administration	Total Supporting Services	
Salaries and wages	\$ 128,337	\$ 228,407	\$ 356,744	\$ 142,644	\$ 124,140	\$ 266,784	\$ 623,528
Payroll taxes and fees	9,561	14,028	23,589	9,181	8,538	17,719	41,308
Benefits	24,880	54,055	78,935	32,423	36,764	69,187	148,122
Other personnel	2,947	1,458	4,405	1,533	3,123	4,656	9,061
Professional fees	17,778	9,701	27,479	6,889	8,510	15,399	42,878
Advertising and promotion	7,740	7,785	15,525	11,514	4,389	15,903	31,428
Office supplies and printing	17,508	9,750	27,258	7,135	5,045	12,180	39,438
Information technology	30,365	16,432	46,797	11,401	8,387	19,788	66,585
Travel	2,553	3,464	6,017	3,402	4,127	7,529	13,546
Conferences, conventions and meetings	176	212	388	252	210	462	850
Interest	668	370	1,038	277	639	916	1,954
Depreciation and amortization	43,484	36,029	79,513	23,606	21,121	44,727	124,240
Insurance	11,313	6,222	17,535	4,511	3,566	8,077	25,612
Resource development	60,234	179,362	239,596	76,901	855	77,756	317,352
Equipment and maintenance	5,657	3,112	8,769	2,217	1,701	3,918	12,687
Field support	454,150	-	454,150	-	-	-	454,150
Field operations	1,454,769	-	1,454,769	-	-	-	1,454,769
Community development projects	402,481	-	402,481	-	-	-	402,481
Site visits and mission trips	12,388	6,926	19,314	-	-	-	19,314
Credit card fees	733	409	1,142	307	16,508	16,815	17,957
Miscellaneous	7,300	4,161	11,461	3,038	1,942	4,980	16,441
Total	\$ 2,695,022	\$ 581,883	\$ 3,276,905	\$ 337,231	\$ 249,565	\$ 586,796	\$ 3,863,701

See notes to financial statements.

Outreach International

Statements of Cash Flows
Years Ended September 30, 2020 and 2019

	2020	2019
Cash flows from operating activities:		
Changes in net assets	\$ 27,366	\$ (236,394)
Adjustments to reconcile changes in net assets to net cash provided by (used in) operating activities:		
Cash provided by operating activities:		
Depreciation and amortization	135,122	124,240
Realized and unrealized gain on investments	(70,879)	(49,813)
Contributed property and equipment	-	(31,300)
Effects of changes in operating assets and liabilities:		
Other receivables	200,000	(200,000)
Prepaid expenses and other assets	25,874	(29,644)
Accounts payable	9,952	(76,297)
Accrued expenses, deferred compensation and other liabilities	34,684	(27,910)
Net cash provided by (used in) operating activities	362,119	(527,118)
Cash flows from investing activities:		
Purchase of investments	(720,000)	(980,000)
Proceeds from sale of investments	439,990	1,235,007
Purchase of building, equipment and building improvements	(14,253)	(114,993)
Net cash provided by (used in) investing activities	(294,263)	140,014
Cash flows from financing activities:		
Proceeds from line of credit	245,000	550,000
Payments on line of credit	(295,000)	(500,000)
Proceeds from PPP loan	173,400	-
Principal payments on capital lease obligation	(4,509)	(4,355)
Net cash provided by financing activities	118,891	45,645
Net increase (decrease) in cash and cash equivalents	186,747	(341,459)
Cash and cash equivalents, beginning of year	25,380	366,839
Cash and cash equivalents, end of year	\$ 212,127	\$ 25,380
Supplemental disclosures of cash flow information:		
Cash paid during the year for interest	\$ 1,997	\$ 1,954

See notes to financial statements.

Outreach International

Notes to Financial Statements

Note 1. Summary of Significant Accounting Policies

Nature of operations: Outreach International (the Organization) is a nonprofit organization incorporated in the state of Missouri in 1979. Outreach International operates out of an office in Missouri and has a foreign presence in many countries in the following areas of the world: Asia, Africa, the Caribbean, Haiti, and Central, South and North America. Outreach International empowers community-led development to create lasting solutions to chronic poverty.

The primary programs and activities of the Organization include the following:

Programs: The Organization operates the following programs:

Community development initiatives: Community development initiatives benefit thousands of children, men and women in poor communities. These initiatives fall into four broad areas: Thriving Children, Building Community, Empowering Families and Nurturing the Environment. Programs in these areas cover a multitude of issues and include child survival, literacy, basic education, sanitation, microenterprise, housing, community governance, nutrition, sustainable agriculture and environmental concerns.

Every program is designed to build the capacity of the people involved. The Organization's experience has taught it that the best way to bring sustainable change among the poor is to build their ability to help themselves. The Organization does this through a process called Participatory Human Development. This grassroots development approach enables communities to act on issues of shared concern and to build accountability and transparency through the involvement of the marginalized poor.

Advocacy and development education: As part of the Organization's mission, it works to engage the public in issues of poverty awareness, eradication and understanding the interrelatedness of the global community.

The Organization is accountable to the communities it serves and to its donors. The Organization seeks to encourage lateral relationships, where families in poor communities become teachers, and donors and supporters become learners of the poor. Communication programs with donors enable an exchange of information to support these objectives. The Organization knows from experience that donors who participate in communication programs with communities they serve develop a deeper understanding of the interconnectedness and mutual responsibilities of the global community.

The Organization has pioneered an effective and sustainable approach to building lateral relationships. Reports, updates, stories and other communications are shared through a variety of personalized and public sources, and through various media.

The Organization engages youth and young adults in education and advocacy programs around issues affecting children and communities in the developing world. The Organization seeks to stimulate and enhance the public's understanding of the global conditions and mutual responsibility of all. Web-based initiatives, blogs, youth advocacy programs, educational resources, and young adult events and clubs at universities and in churches are part of this initiative.

Through publications, websites, multimedia, conference presentations, public addresses and classes, the Organization will continue to reach out to various publics. The Organization's experience shows that as people deepen their understanding of the global conditions and how they can act to help the poor, they will act. The Organization's task is both to bring the conditions to light and to offer a way for people to act with purpose and for sustainable results.

Outreach International

Notes to Financial Statements

Note 1. Summary of Significant Accounting Policies (Continued)

Use of estimates: The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America (U.S. GAAP) requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Significant estimates incorporated into the Organization's financial statements include the fair market value of the Organization's interest in investments, useful lives of depreciable and amortizable assets, and the allocations incorporated into the functional allocations. Actual results could differ from those estimates.

Financial statement presentation: The accompanying financial statements are presented using the accrual basis of accounting in accordance with U.S. GAAP. Financial statement presentation follows the recommendations of the *FASB Accounting Standards Codification (ASC) Subtopic 958, Presentation of Financial Statements of Not-for-Profit Entities*. Under this topic, the Organization is required to report information regarding its financial position and activities according to two classes of net assets: net assets without donor restrictions and net assets with donor restrictions. Accordingly, net assets of the Organization and changes therein are classified and reported as follows:

Net assets without donor restrictions: Net assets are not subject to donor-imposed restrictions but may be subject to designation by the Board for the Organization's mission in specific countries.

Net assets with donor restrictions: Net assets are subject to donor-imposed restrictions that may or will be met either by the passage of time or by actions of the Organization. Some net assets are purpose-restricted by donors to a particular geographic region for direct program or mission expenses. Other net assets include contributed net assets that require, by donor restriction, that the corpus be invested in perpetuity and only the income be made available for program operations in accordance with donor restrictions.

Contributions and pledges receivable: Contributions, which include unconditional promises to give (pledges), are recognized as revenues in the period received or promised. Conditional contributions are recorded when the donor's conditions are met. There were no pledges receivable at September 30, 2020 and 2019.

All contributions are considered to be available for unrestricted use unless specifically restricted by the donor or by law. Amounts received that are designated for future periods, or restricted by the donor for specific purposes, are reported as donor restricted support and increase that net asset class. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statements of activities and changes in net assets as net assets released from restrictions.

Cash and cash equivalents: Cash and cash equivalents consist of readily liquid accounts that are available for current operations with initial maturities of three months or less.

Concentration of credit risk: The Organization at times maintains deposits with banks in excess of the insured limits. The Organization has not experienced any losses in such accounts.

Investments: Investments are recorded at fair value. Fair value of mutual funds is determined by quoted market prices or the value of the underlying assets within the fund. Fair value of alternative investments is estimated using net asset value per share. See Note 3 for a discussion of fair value measurements.

Income tax status: The Organization is tax-exempt under section 501(c)(3) of the Internal Revenue Code and has been determined not to be a private foundation.

Outreach International

Notes to Financial Statements

Note 1. Summary of Significant Accounting Policies (Continued)

Uncertain tax provisions, if any, are recorded in accordance with ASC Topic 740, Income Taxes, which requires the recognition of a liability for tax positions taken that do not meet the more-likely-than-not standard that the position will be sustained upon examination by taxing authorities. There is no liability for uncertain tax positions recorded at September 30, 2020 and 2019.

Building and equipment: The purchased building and equipment are valued at historical cost less accumulated depreciation. The Organization follows a policy that only items costing greater than \$1,000 are capitalized. Contributed items are valued at their estimated fair market value at the date of gift. Depreciation is charged to expense using the straight-line method over the estimated useful life of each asset.

The estimated useful lives for each major depreciable classification of property and equipment are as follows:

Building	40 years
Building improvements	15 years
Furniture and equipment	3-5 years

Impairment of long-lived assets: The Organization reviews long-lived assets for impairment whenever events or changes in circumstances indicate the carrying amount of an asset may not be recoverable. Recoverability of assets to be held and used is measured by a comparison of the carrying amount of an asset to future undiscounted net cash flows expected to be generated by the asset. If such assets are considered to be impaired, the impairment to be recognized is measured by the amount by which the carrying amount of the assets exceeds the fair value of the assets. Assets to be disposed of are reported at the lower of carrying amount or the fair value less costs to sell. There were no impairments of long-lived assets at September 30, 2020 and 2019.

Bequests: The Organization records all bequests when the bequest is deemed unconditional. The Organization has been notified that it is the designated beneficiary of a number of wills and trusts. In most cases, the beneficiary designation is revocable by the donor; accordingly, the gifts are not recognized within the Organization's financial statements due to their conditional nature. The gifts are recognized, and an asset is recorded, when they become irrevocable. For the years ended September 30, 2020 and 2019, there were no revocable bequests carried by the Organization.

Gifts-in-kind: The Organization records in-kind support for contributed services if these services (a) create or enhance long-lived assets or (b) require specialized skills, are provided by an individual possessing those skills, and would typically need to be purchased if not provided by donation. Such support could be used in the program activities of the Organization as well as in fundraising and administrative activities. The value of services meeting these requirements, to the extent measurable, is reflected in the accompanying financial statements. The Organization receives a substantial amount of support from nonprofessional volunteers that do not meet the criteria listed above. Nonprofessional volunteers donate services for fundraising, education and administration that are not valued or recorded in the financial statements.

Functional allocation of expenses: The costs of providing the Organization's various programs and activities have been summarized on a functional basis in the statements of activities and changes in net assets. Accordingly, certain costs have been allocated among the programs and supporting services benefited according to formulas developed by management to appropriately reflect actual costs and efforts expended on each program or supporting service.

Outreach International

Notes to Financial Statements

Note 1. Summary of Significant Accounting Policies (Continued)

Fundraising costs: The Organization expenses fundraising costs as incurred.

Newly adopted accounting pronouncements: Effective October 1, 2019, the Organization adopted Accounting Standards Update (ASU) No. 2018-08, *Not-for-Profit Entities (Topic 958): Clarifying the Scope and Accounting Guidance for Contributions Received and Contributions Made*, for recipient transactions. The amendments in this ASU should assist entities in (1) evaluating whether transactions should be accounted for as contributions (nonreciprocal transactions) within the scope of Topic 958, Not-for-Profit Entities, or as exchange (reciprocal) transactions subject to other guidance and (2) determining whether a contribution is conditional. There was no impact to the Organization's financial statements as a result of the adoption of this standard.

Recent accounting pronouncements: In May 2014, the Financial Accounting Standards Board (FASB) issued ASU No. 2014-09, *Revenue from Contracts with Customers (Topic 606)*, which requires an entity to recognize the amount of revenue to which it expects to be entitled for the transfer of promised goods or services to customers. This guidance will replace most existing revenue recognition guidance in U.S. GAAP when it becomes effective. The new standard permits the use of either the retrospective or cumulative-effect transition method. In June 2020, the FASB issued ASU 2020-05, which defers the effective date of ASU 2014-09, making it effective for annual reporting periods beginning after December 15, 2019. The Organization is evaluating the effect the standard will have on its financial statements and related disclosures. The Organization has not yet selected a transition method and has not determined the effect of the standard on ongoing financial reporting.

In February 2016, the FASB issued ASU No. 2016-02, *Leases (Topic 842)*. The guidance in this ASU supersedes the leasing guidance in ASC Topic 840, *Leases*. Under the new guidance, lessees are required to recognize lease assets and lease liabilities on the balance sheet for all leases with terms longer than 12 months. Leases will be classified as either finance or operating, with classification affecting the pattern of expense recognition in the income statement. The new standard is effective for fiscal year 2022. A modified retrospective transition approach is required for lessees for capital and operating leases existing at, or entered into after, the beginning of the earliest comparative period presented in the financial statements, with certain practical expedients available. The Organization is currently evaluating the impact of the pending adoption of the new standard on the financial statements.

Note 2. Liquidity

The Organization regularly monitors liquidity required to meet its annual operating needs and other contractual commitments while also striving to maximize the return on investment of its funds not required for annual operations. As of September 30, 2020 and 2019, the following financial assets are available to meet annual operating needs for the following fiscal year:

	2020	2019
Cash and cash equivalents	\$ 212,127	\$ 25,380
Other receivables	-	200,000
Investments	1,171,365	919,449
	<u>1,383,492</u>	<u>1,144,829</u>
Less donor-restricted funds	(395,454)	(637,010)
Financial assets available to meet cash needs	<u>\$ 988,038</u>	<u>\$ 507,819</u>

Outreach International

Notes to Financial Statements

Note 3. Investments and Fair Value of Financial Instruments

The Fair Value Measurements and Disclosures topic of the ASC defines fair value as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants and requires the use of valuation techniques that are consistent with the market approach, the income approach and/or the cost approach. Inputs to valuation techniques refer to the assumptions that market participants would use in pricing the asset or liability. Inputs may be observable, meaning those that reflect the assumptions market participants would use in pricing the asset or liability developed based on market data obtained from independent sources, or unobservable, meaning those that reflect the reporting entity's own assumptions about the assumptions market participants would use in pricing the asset or liability developed based on the best information available in the circumstances. In that regard, the topic establishes a fair value hierarchy for valuation inputs that gives the highest priority to quoted prices in active markets for identical assets or liabilities (Level 1 measurements) and the lowest priority to unobservable inputs (Level 3 measurements). The three levels of the fair value hierarchy under the topic are described below:

Level 1: Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets that the entity has the ability to access.

Level 2: Inputs to the valuation methodology include:

- Quoted prices for similar assets or liabilities in active markets
- Quoted prices for identical or similar assets or liabilities in inactive markets
- Inputs other than quoted prices that are observable for the asset or liability
- Inputs that are derived principally from or corroborated by observable market data by correlation of other means

If the asset or liability has a specified (contractual) term, the Level 2 input must be observable for substantially the full term of the asset or liability.

Level 3: Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

The asset's or liability's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques used need to maximize the use of observable inputs and minimize the use of unobservable inputs.

The determination of where an asset or liability falls in the hierarchy requires significant judgment. The Organization evaluates its hierarchy disclosures based on various factors. It is possible that an asset or liability may be classified differently from year to year. However, the Organization expects that changes between the different levels will be rare.

Outreach International

Notes to Financial Statements

Note 3. Investments and Fair Value of Financial Instruments (Continued)

Assets recorded at fair value on a recurring basis: A description of the valuation methodologies used for assets recorded on a recurring basis is set forth below:

Investments: Securities listed on a national market or exchange are valued at the last sales price, or if there is no sale and the market is still considered active, at the last transaction price before year-end. Such securities are classified within Levels 1, 2 and 3 of the valuation hierarchy, as appropriate. Investments are carried at fair value and consist of mutual funds and money market funds. Fair value of the mutual funds are based on quoted market prices. The fair value of money market funds approximate cost.

Mineral rights: The fair value measurements for mineral rights are calculated using an industry standard formula based upon the average of the past three years' royalty income times a factor of 10. The factor was obtained from an applicable regional oil and mineral association. The fair value of the mineral rights is classified as Level 3 within the valuation hierarchy.

The following tables summarize assets and liabilities measured on a recurring basis as of September 30, 2020 and 2019, segregated by the level of the valuation inputs within the fair value hierarchy utilized to measure fair value:

	September 30, 2020			
	Level 1	Level 2	Level 3	Total
Investments:				
Mutual funds:				
Flexible premium variable annuity	\$ 99,011	\$ -	\$ -	\$ 99,011
Foreign large blend	75,169	-	-	75,169
Foreign small blend	38,422	-	-	38,422
Domestic small growth	117,228	-	-	117,228
Domestic large growth	180,600	-	-	180,600
Domestic large blend	72,549	-	-	72,549
Diversified emerging markets	37,685	-	-	37,685
Real estate	66,094	-	-	66,094
Bond funds	228,848	-	-	228,848
Money market	354,732	-	-	354,732
Other:				
Mineral rights	-	-	38,483	38,483
Total investments	<u>\$ 1,270,338</u>	<u>\$ -</u>	<u>\$ 38,483</u>	<u>\$ 1,308,821</u>

Outreach International

Notes to Financial Statements

Note 3. Investments and Fair Value of Financial Instruments (Continued)

	September 30, 2019			
	Level 1	Level 2	Level 3	Total
Investments:				
Mutual funds:				
Flexible premium variable annuity	\$ 73,542	\$ -	\$ -	\$ 73,542
Foreign large blend	73,564	-	-	73,564
Foreign small blend	36,451	-	-	36,451
Domestic small growth	114,450	-	-	114,450
Domestic large growth	173,650	-	-	173,650
Domestic large blend	66,008	-	-	66,008
Diversified emerging markets	35,818	-	-	35,818
Real estate	75,274	-	-	75,274
Bond funds	224,146	-	-	224,146
Money market	46,186	-	-	46,186
Other:				
Mineral rights	-	-	38,483	38,483
Alternative investment:				
Oikocredit capital shares	-	-	360	360
Total investments	\$ 919,089	\$ -	\$ 38,483	\$ 957,572

The following is a reconciliation of the beginning and ending balances of assets and liabilities, measured at fair value on a recurring basis using significant unobservable (Level 3) inputs during the years ended September 30, 2020 and 2019:

	Oikocredit Caption Shares	Mineral Rights	Total
Balance, September 30, 2018	\$ 360	\$ 38,483	\$ 38,843
Contributions	-	-	-
Withdrawals	-	-	-
Changes in fair market value	-	-	-
Balance, September 30, 2019	360	38,483	38,843
Contributions	-	-	-
Withdrawals	(360)	-	(360)
Changes in fair market value	-	-	-
Balance, September 30, 2020	\$ -	\$ 38,483	\$ 38,483

Investment return for the years ended September 30, 2020 and 2019, was \$70,879 and \$49,813, respectively.

Note 4. Line of Credit and PPP Loan

On October 17, 2018, the Organization entered into a revolving bank line of credit for \$500,000 with a variable interest rate. The line of credit requires monthly interest payments with principal balance due at maturity on October 17, 2021. The line is secured by the Organizations securities. As of September 30, 2020, the line of credit had an interest rate of 2.75% and was paid down to \$0. As of September 30, 2019, the line of credit had an interest rate of 4.5% and an outstanding balance of \$50,000.

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Notes to Financial Statements

Note 4. Line of Credit and PPP Loan (Continued)

On March 27, 2020, the Coronavirus, Relief, and Economic Security Act (CARES Act) was signed into law and is meant to address the economic fallout from the COVID-19 pandemic. In connection with the CARES Act, the Organization received a Small Business Administration (SBA) Paycheck Protection Plan (PPP) loan for \$173,400 on April 14, 2020. The Organization determined it qualified for the PPP loan because the Organization has fewer than 500 employees. The loan is unsecured, bears interest at 1.00% and matures on April 14, 2022. Under the provisions of the CARES Act and related loans, this loan will be forgiven if certain conditions are met related to the use of the proceeds and maintenance of employment with the Organization employees. The Organization has elected to account for the loan as a financial liability in accordance with ASC Topic 470, Debt. The outstanding balance of the note as of September 30, 2020, is \$173,400. On December 21, 2020, the Organization was approved for full forgiveness of the loan and will be recognized as loan forgiveness revenue in the statement of activities for the year ending September 30, 2021.

Note 5. Lease Commitments

The Organization leases office equipment under a capital lease that expires July 31, 2021.

At September 30, 2020, office equipment includes the following amounts related to a capital lease:

Office equipment	\$ 22,183
Accumulated depreciation	(18,485)
	<u>\$ 3,698</u>

Future minimum lease payments that have initial or remaining noncancelable lease terms in excess of one year are approximately as follows:

	<u>Capital Lease</u>
Years ending September 30:	
2021	<u>\$ 4,401</u>
Total minimum lease payments	4,401
Less amount related to interest	<u>(75)</u>
	4,326
Less current maturities	<u>(4,326)</u>
	<u>\$ -</u>

Note 6. Composition of Net Assets

The Board of Directors designate excess funds raised throughout the year to the endowment for future operational use as needed. The remaining Board-designated net assets without donor restrictions for these purposes is \$1,024,492 and \$1,484,237 as of September 30, 2020 and 2019, respectively.

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Notes to Financial Statements

Note 7. Net Assets Released From Restrictions

Net assets were released from donor restrictions by incurring expenses or satisfying the restricted purpose specified by donors during the years ended September 30, 2020 and 2019, as follows:

	2020	2019
Allocated support	\$ 471,968	\$ 230,760
Outreach 3.0	30,000	-
Community development	872,794	165,845
	<u>\$ 1,374,762</u>	<u>\$ 396,605</u>

Note 8. Endowments

In June 1983, an endowment fund was established as a donor restricted fund to support the Organization's program services. As required by accounting principles generally accepted in the United States of America, net assets associated with endowment funds, including any funds designated by the Board to function as endowments, are classified and reported based on the existence or absence of donor-imposed restrictions.

Interpretation of relevant law: The Board of the Organization has interpreted Missouri's enactment of the Uniform Prudent Management of Institutional Funds Act (UPMIFA) as requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds, absent explicit donor stipulations to the contrary. Consequently, the Organization classifies net assets with donor restrictions as:

- The original value of gifts donated to the restricted endowment, and
- The original value of subsequent gifts to the restricted endowment.

The remaining portion of the donor-restricted endowment fund, is classified as net assets with donor restrictions until those amounts are appropriated for expenditure by the Organization's Board. In accordance with UPMIFA, the Organization considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

1. The duration and preservation of the fund
2. The purpose of the donor-restricted endowment fund
3. General economic conditions
4. The possible effect of inflation and deflation
5. The expected total return from income and the appreciation of investments
6. Other resources of the Organization
7. The investment policies of the Organization

Return objectives and risk parameters: The Organization has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to the programs supported by the endowments. The endowment assets are invested in a manner that is intended to produce results similar to the S&P Index, while assuming a moderate level of investment risk.

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Notes to Financial Statements

Note 8. Endowments (Continued)

Spending policy: The Organization has a policy of appropriating, for distribution, each year 5% of its endowment fund's average balance over the prior four years preceding the fiscal year in which the distribution is planned. Because this amount is calculated for the next fiscal year, any amount appropriated for the following fiscal years is added to temporarily restricted net assets in the current year.

In establishing this policy, the Organization considers the greater predictability of spendable income for budgeting purposes and for gradual, steady growth of invested assets for the support of operations. Accordingly, over the long term, the Organization expects the current spending policy will allow its endowment to retain the original corpus of the gift.

Strategies employed for achieving objectives: The Organization relies on a total return strategy in which investment returns are achieved through capital appreciation and current yield (interest and dividends). The Organization targets a diversified asset allocation that emphasizes fixed-income securities to achieve its long-term objectives within prudent risk constraints.

Changes in endowment net assets for the fiscal year ended September 30, 2020, were as follows:

	Without Donor Restrictions	With Donor Restrictions	Total
Net assets, beginning of year	\$ 569,215	\$ 208,252	\$ 777,467
Investment return:			
Investment income	62,701	-	62,701
Contribution	-	-	-
Appropriation of endowment assets for expenditure	(13,316)	(38,307)	(51,623)
Net assets, end of year	<u>\$ 618,600</u>	<u>\$ 169,945</u>	<u>\$ 788,545</u>

Changes in endowment net assets for the fiscal year ended September 30, 2019, were as follows:

	Without Donor Restrictions	With Donor Restrictions	Total
Net assets, beginning of year	\$ 728,653	\$ 255,793	\$ 984,446
Investment return:			
Investment income	40,562	-	40,562
Contribution	-	550	550
Appropriation of endowment assets for expenditure	(200,000)	(48,091)	(248,091)
Net assets, end of year	<u>\$ 569,215</u>	<u>\$ 208,252</u>	<u>\$ 777,467</u>

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Notes to Financial Statements

Note 9. Employee Benefit Plans

The Organization has adopted a simplified employee pension plan. The plan is employer-funded with an amount equal to 13% of an employee's gross wages being contributed to the plan. All full-time, and some part-time, U.S. employees of the Organization are eligible to participate in the plan. The Organization contributed \$103,073 and \$108,857 to the plan for the years ended September 30, 2020 and 2019, respectively.

The Organization adopted a nonqualified deferred compensation plan for certain key employees during 2009. Under this plan, participants may elect to defer earnings per section 457(3)(15) of the Internal Revenue Code. The deferred compensation of the participant is held in a trust and administered by an outside entity. The participants are fully vested in the program and have balances of \$98,973 and \$73,504 at September 30, 2020 and 2019, respectively.

Note 10. Foreign Currency Translation

Grants made to foreign organizations are stated in U.S. dollars, and the grantee assumes the risk of currency gains or losses. Gains must be used for the grant purpose.

Due to the extensive foreign travel required of Organization employees, some minor risk exists throughout the year related to translation gains and losses. Management does not believe that any such risks have the potential to be significant to the financial statements.

Note 11. Related Party

The Organization was originally formed as an affiliate of the Community of Christ World Church (the Church, formerly known as the Reorganized Church of Jesus Christ of Latter Day Saints). In May 1988, the Organization received Internal Revenue Service approval to be recognized as a separate 501(c)(3) tax-exempt entity. The Organization continues to have significant ties to the Church. Grants from the Church for the years ended September 30, 2020 and 2019, totaled \$133,000 for each respective year. The Organization participates in and reimburses the Church for various insurance coverages that are maintained by the Church. During the years ended September 30, 2020 and 2019, the Organization paid the Church \$1,924 and \$19,216, respectively, for insurance and payroll-related expenses.

Note 12. Subsequent Events

Management has evaluated and disclosed subsequent events up to and including February 22, 2021.

In November 2020, the Organization received a \$1,000,000 unrestricted contribution, similar to prior years.

In December 2020, the Organization received a \$500,000 unrestricted contribution.

On February 4, 2021, the Organization received a second installment of the PPP loan for \$147,845. The loan is unsecured, bears interest at 1.00% and matures on February 4, 2026. The Organization determined that it qualified for the loan because it has fewer than 300 employees and proved that they had a 25% reduction in gross receipts between comparable quarters in 2019 and 2020. Under the provision of the CARES Act and related loans, this loan will be forgiven if certain conditions are met related to the use of these proceeds. Should the Organization be required to repay some portion of these funds because conditions for loan forgiveness are not met, it is the intent of the Organization leadership to repay any such funds to the lender in accordance with the terms of the agreement. Repayment for any unforgiven amounts would begin on July 4, 2022.

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Notes to Financial Statements

Note 12. Subsequent Events (Continued)

The spread of COVID-19, a novel strain of coronavirus, is altering the behavior of businesses and people throughout the United States. Further, financial markets have recently experienced significant volatility attributed to COVID-19 concerns. The continued spread of COVID-19 may adversely impact the local, regional and national economies. The extent to which COVID-19 impacts the Organization's results will depend on future developments, which are highly uncertain and cannot be predicted. The impact is highly dependent on the breadth and duration of the outbreak, and could be affected by other factors that cannot currently be predicted. Accordingly, management cannot presently estimate the overall operational and financial impact to the Organization, but such an impact could have a material adverse effect on the financial condition of the Organization.