FAMILY LIFE MINISTRIES, INC.
FINANCIAL STATEMENTS
JUNE 30, 2019

FAMILY LIFE MINISTRIES, INC.

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INDEPENDENT AUDITORS' REPORT

To the Board of Directors Family Life Ministries, Inc. Bath, New York

We have audited the accompanying financial statements of Family Life Ministries, Inc. (a nonprofit organization), which comprise the statement of financial position as of June 30, 2019, and the related statements of activities, functional expenses, and cash flows for the year 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.

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit 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 auditors' 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 Family Life Ministries, Inc. as of June 30, 2019, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Report on Summarized Comparative Information

We have previously audited the Family Life Ministries, Inc. 2018 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated November 14, 2018. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2018, is consistent, in all material respects, with the audited financial statements from which it has been derived.

EFPR Group, CPAS, PLLC

EFPR Group, CPAs, PLLC Corning, New York December 19, 2019

FAMILY LIFE MINISTRIES, INC. Statements of Financial Position June 30, 2019 and 2018

		2019		2018
ASSETS				
Current Assets Cash and cash equivalents Accounts receivable - net Prepaid expenses Notes receivable - current portion Total current assets	\$	420,072 58,106 232,976 9,735 720,889	\$	343,810 51,263 198,055 18,815 611,943
Notes receivable - net of current portion		20,538		29,073
Property and Equipment - Net		4,823,758		4,910,921
Other Assets	_	6,272,408	-	6,150,125
Total Assets	\$_	11,837,593	\$_	11,702,062
LIABILITIES AND NET ASSETS				
Current Liabilities Accounts payable Accrued expenses Deferred revenue Notes payable - current portion Total current liabilities	\$	24,554 61,538 84,893 450,728 621,713	\$	34,306 53,138 69,033 <u>654,016</u> 810,493
Notes Payable - Net of Current Portion		1,161,516	_	1,096,481
Total Liabilities	_	1,783,229	-	1,906,974
Net Assets Net assets without donor restriction Net assets with donor restriction Total net assets	_	9,929,302 125,062 10,054,364	_	9,795,088 9,795,088
Total Liabilities and Net Assets	\$_	11,837,593	\$_	11,702,062

FAMILY LIFE MINISTRIES, INC.

Statement of Activities
For the Year Ended June 30, 2019
(With Comparative Totals for the Year Ended June 30, 2018)

	W	ithout Donor Restriction		With Donor Restriction		Total <u>2019</u>		Total 2018
Public Support and Revenue								
Public Support	\$	4 074 707		•	Φ	4 074 707	•	4 000 004
Christian programming Capital campaign	Ф	4,274,797	5	646,907	\$	4,274,797 646,907	\$	4,286,034
Ministry activities		- 60,510		646,907		60,510		895,893 59,436
Total public support	-	4,335,307		646,907	-	4,982,214	-	5,241,363
Total public support	-	4,333,307		040,307	-	4,302,214	-	5,241,363
Revenue								
Christian programming sponsor		1,136,625		-		1,136,625		1,106,599
Notes payable forgiven		6,000				6,000		56,500
Interest forgiven		12,754		•		12,754		25,000
Interest earned		4,323				4,323		3,701
Rental income		9,991		-		9,991		8,684
Ministry activity fee		64,125		-		64,125		53,331
Unrealized and realized gain (loss) on sale of								
assets	_	65,575		_	_	65,575	_	23,640
Total revenue		1,299,393		-		1,299,393		1,277,455
Net assets released from restrictions	_	521,845		<u>(521,845</u>)	_	<u> </u>	_	_
Total public support and revenue	-	6,156,545		<u>125,062</u>	-	6,281,607	-	6,518,818
Expenses								
Program services								
Christian radio programming		3,538,792		_		3,538,792		3,285,921
Christian family activities		1,348,222		_		1,348,222		1,233,268
Supporting services								
Management and general		770,493		_		770,493		678,617
Fundraising	_	364,824				364,824		331,832
Total expenses	_	6,022,331			_	6,022,331	_	5,529,638
Change in Net Assets		134,214		125,062		259,276		989,180
Net Assets - Beginning	_	9,795,088	_			9,795,088	_	8,805,908
Net Assets - Ending	\$_	9,929,302	\$_	125,062		10,054,364	\$_	9,795,088

FAMILY LIFE MINISTRIES, INC.
Statement of Functional Expenses
For the Year Ended June 30, 2019
(With Comparative Totals for the Year Ended June 30, 2018)

	Total <u>2018</u>	2,282,175 51,817 457,571 30,774 27,566 174,188	3,024,091	719,230	195,326	202,410	234,429	395,120	38,296	23,169	63,681	42,113	38,935	8,747	4.985.547	544,091	5,529,638
		↔															es
	Total <u>2019</u>	2,505,025 54,566 513,811 25,752 34,808 190,914	3,324,876	724,683	236,503	196,149	273,991	434,923	63,269	40,619	20,086	19,469	37,277	18,549	5,440,394	581,937	6,022,331
		↔												ı			↔
	Total Support Services	501,005 10,913 102,763 5,151 6,961 38,183	664,976	1	236,503	19,615	41,099	1	20,879	10,155	17,522		37,277	1	1.048.026	87,291	1,135,317
ES		↔												ı			↔
SUPPORT SERVICES	Fund Raising	125,251 2,728 25,691 1,288 1,740 9,546	166,244		23,650	3,923	13,700		5,062	10,155	17,522		37,277		277.533	87,291	364,824
SUP		↔												1			↔
	Management and <u>General</u>	\$ 375,754 8,185 7,072 3,863 5,221 28,637	498,732		212,853	15,692	27,399		15,817	1		•	1		770.493		\$ 770,493
	Total Program <u>Services</u>	2,004,020 43,653 411,048 20,601 27,847 152,731	2,659,900	724,683		176,534	232,892	434,923	42,390	30,464	52,564	19,469		18,549	4.392.368	494,646	4,887,014
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PROGRAM SERVICES	Christian Family Services	501,005 10,913 102,762 5,150 6,962 38,183	664,975	217,405		58,845	178,094		28,471	8,124	14,017		•	3,710	1.173.641	174,581	1,348,222
PRO		• · · · · · · · · · · · · · · · · · · ·	10	~		•	~	~	•	_	_	•		ΔI			<i>⇔</i> "
	Christian Radio Programming	1,503,015 32,740 308,286 15,451 20,885 114,548	1,994,925	507,278		117,689	54,798	434,923	13,919	22,340	38,547	19,469		14,839	3 218 727	320,065	3,538,792
	집	₩												١			es S
		Salaries Travel allowance Life/health insurance Employer's insurance Pension Payroll taxes	l otal salaries and related expenses	Activities and program expense	Professional fees	Office expense	Occupancy	Radio tower site expense	Vehicle expense	Printing and publications	Miscellaneous	Interest	Fundraising	Dues and licenses	Total expenses before denreciation	Depreciation	Total expense

The accompanying notes are an integral part of these financial statements. $\mbox{-} 5 \mbox{-} \mbox{-} 5 \mbox{-}$

FAMILY LIFE MINISTRIES, INC. Statements of Cash Flows For the Years Ended June 30, 2019 and 2018

		2019		<u>2018</u>
Cash Flows from Operating Activities				
Change in net assets	\$	259,276	\$	989,180
Adjustments	*	_00,0	•	000,100
Depreciation		581,937		544,091
Unrealized and realized (gain) loss on sale of assets		(65,575)		(23,640)
Accrued interest on notes payable		16,559		39,432
Interest forgiven		(12,754)		(25,000)
Notes payable forgiven		(6,000)		(56,500)
Changes in assets and liabilities		(=,===)		(00,000)
Accounts receivable		(6,843)		(10,059)
Prepaid expenses		(34,921)		20,049
Accounts payable		(9,752)		(7,487)
Accrued expenses		8,400		1,774
Deferred revenue		15,860		6,962
Net cash flows from operating activities		746,187		1,478,802
Cash Flows from Investing Activities				
Purchase of intangibles		(133,300)		
Purchase of property and equipment		(497,003)		(1,197,999)
Proceeds from sale of property and equipment		67,804		23,640
Proceeds from sale of intangibles		11,017		9,828
Principal payments received on notes receivable		19,615		15,222
Issuance of note receivable		(2,000)		(3,000)
Net cash flows from investing activities	_	(533,867)	-	(1,152,309)
	_	(000,001)	-	(1,102,000)
Cash Flows from Financing Activities				
Proceeds from notes payable				423,000
Repayment of notes payable		(136,058)	_	<u>(761,836</u>)
Net cash flows from financing activities	_	(136,058)	_	(338,836)
Net Change in Cash and Cash Equivalents		76,262		(12,343)
Cash and Cash Equivalents - Beginning	_	343,810	_	356,153
Cash and Cash Equivalents - Ending	\$	420,072	\$_	343,810

Note 1. Summary of Significant Accounting Policies and Nature of Organization

Nature of Organization - Family Life Ministries, Inc. (the "Organization") is a not-for-profit organization providing direct services for Christian youth and families and operates Christian radio stations serving New York and Pennsylvania, as well as world-wide via the Internet.

Method of Accounting - The accompanying financial statements have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America.

Estimates - The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America 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 financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Basis of Presentation - The Organization has adopted the applicable provisions of Accounting Standards Update (ASU) 2016-14, "Not-for-Profit Entities." ASU 2016-14 contains several provisions that change the presentation of and disclosures within the financial statements of a not-for-profit entity. These changes include an updated net asset classification scheme from three classes to two classes, quantitative and qualitative disclosures regarding liquidity and disclosure of expenses by functional classification.

Net Assets Without Donor Restriction - Net assets without donor restriction represent net assets that are not subject to donor imposed stipulations and are generally available for support of the Organization's activities.

Net Assets With Donor Restriction - Net assets with donor restriction represent net assets that are subject to donor imposed stipulations. Net assets with donor restriction consists of \$100,899 for Project Grow Together and \$24,163 for Boost It.

Liquidity - The Organization has \$487,913 of financial assets available within one year of the statement of financial position date consisting of \$420,072 of cash, \$58,106 of accounts receivable, and \$9,735 of short term notes receivable. \$125,062 of these financial assets are subject to donor or contractual restrictions that would make them unavailable for general expenditures within one year of the statement of financial position date.

Cash and Cash Equivalents - For purposes of the statements of cash flows, the Organization considers all highly liquid debt instruments purchased with an original maturity of three months or less to be cash equivalents. The Organization maintains cash and cash equivalents at financial institutions which periodically may exceed federally insured limits.

Accounts Receivable and Allowance for Doubtful Accounts - Accounts receivable are uncollateralized obligations due under normal trade terms. Accounts receivable are stated at the amount management expects to collect. Balances that are still outstanding after management has used reasonable collection efforts are written off through a charge to the allowance for doubtful accounts and a credit to receivables. Management estimates its allowance for doubtful accounts and bad debts based on their assessment of collectibility of receivables and prior experience. The balance of the allowance for doubtful accounts was \$225 at June 30, 2019 and 2018.

Notes receivable - Notes receivable represents obligations due to the Organization. As of June 30, 2019 and 2018, the current balance due on the notes receivable was \$9,735 and \$18,815 respectively.

	2019	2018
Two mortgage notes receivable from third parties bearing interest at 4% to 8%, secured by real property with interest and principal payments received monthly maturing between 2018 and 2022.	\$ 28,473	\$ 40,728
Two notes receivable from employees bearing no interest, unsecured and principal payments received quarterly and weekly maturing in 2019.	\$ 1,800	\$ 7,160

Property and Equipment - All equipment, furniture and fixtures are stated at cost, if purchased, and at fair value, if donated. Routine maintenance and repair costs are charged to operations as they are incurred. Expenditures over \$1,000, which extend the useful life of an asset, are capitalized. When assets are retired or otherwise disposed of, the cost and related accumulated depreciation are removed from the accounts and any resulting gain or loss is included in operations. Construction in progress is not depreciated until placed in service. Depreciation is computed using the straight-line method over the following estimated useful lives:

Buildings	5 - 40 Years
Machinery and equipment	3 - 15 Years
Vehicles	5 Years

Goodwill - Goodwill represents the excess of the cost of an acquired entity over the net of the amounts assigned to assets acquired and liabilities assumed. The Organization accounts for its goodwill in accordance with ASC 350-20, which requires the Organization to test goodwill for impairment annually or whenever events change or circumstances indicate that the carrying value of the asset may not be recoverable. Management determined that the value of the goodwill is not impaired at June 30, 2019 and 2018.

Broadcasting Rights - The Organization obtains broadcasting rights for radio broadcasts to listeners in various locations. The Organization accounts for its broadcasting rights in accordance with ASC 350-30, which requires the Organization to test other assets for impairment annually or whenever events change or circumstances indicate that the carrying value of the asset may not be recoverable. Management determined that the value of the broadcasting rights are not impaired at June 30, 2019 and 2018.

Contributions - The Organization accounts for its contributions under the provisions of ASC 958-605. In accordance with ASC 958-605, contributions received are recorded as with and without donor restriction, depending on the existence and/or nature of any donor restrictions. When a 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 statement of activities as net assets released from restrictions. However, donor-restricted contributions whose restrictions are met in the same reporting period are reported as unrestricted support.

Functional Expenses - Expenses are charged to each program, management and general or fundraising based on direct expenditures incurred. Any program expenditures not directly charged are allocated based on estimates of resource application and usage.

Income Taxes - Family Life Ministries, Inc. is an exempt organization under Section 501(c)(3) of the Internal Revenue Code. However, income from certain activities not directly related to the Organization's tax exempt purpose is subject to taxation as unrelated business income.

In accordance with ASC 740-10-50 the Organization recognizes tax benefits from uncertain tax positions only if it is more likely than not that the tax position will be sustained on examination by the taxing authorities. Management believes that the Organization is currently operating in compliance with the applicable requirements of the Internal Revenue Code. Therefore, no liability for unrecognized tax benefits has been included on the Organization's financial statements.

Comparative Information - The financial statements include certain prior-year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with accounting principles generally accepted in the United States of America. Accordingly, such information should be read in conjunction with the Organization's financial statements for the year ended June 30, 2018, from which the summarized information was derived.

Subsequent Events - In accordance with ASC 855-10, the Organization evaluated subsequent events through the date of the report which is the date these financial statements were available to be issued.

Note 2. Fixed Assets

Fixed assets consisted of the following at June 30:

		<u>2019</u>		<u>2018</u>
Land	\$	1,219,575	\$	1,216,828
Buildings		2,921,547		2,908,612
Machinery and equipment		4,188,855		3,863,237
Vehicles		196,291		164,107
Construction in progress		436,868		322,261
Sub-total		8,963,136		8,475,045
Less, accumulated depreciation		(4,139,378)		(3,564,124)
Property and equipment - net	\$_	4,823,758	\$_	4,910,921

Note 3. Other Assets

A summary of other assets consisted of the following at June 30:

		<u>2019</u>		<u>2018</u>
Broadcasting rights Goodwill	\$	6,183,501 88.907	\$	6,061,218 88.907
Total	\$_	6,272,408	\$_	6,150,125

Note 4. Notes Payable

Notes payable consisted of the following at June 30:

	<u>2019</u>	<u>2018</u>
Note payable from an individual, unsecured, interest at 0%.		
This note was due October 8, 2008, and has been extended		
until further notice. Original note was \$25,000.	\$ 25,000	\$ 25,000

Note payable from an individual, unsecured, interest originally was 3.0%, but changed to 0%. Originally interest accrued twice a year and was added back to note balance, but when interest was changed all previously accrued interest was forgiven. Payment is due within ninety days of written notice. Original note was \$10,000.	10,000	10,000
Note payable from an individual, unsecured, interest at 1.81%, due on December 12, 2027. Original note was \$500,000.		
Note payable from an individual, unsecured, interest at 1.81%, due on October 31, 2024 Original note was \$400,000	454,073	512,500
Note payable from an individual, unsecured, interest at 3.0%. Note is payable within ninety days of written notice. Interest	275,698	319,444
accrues twice a year. Original note was \$10,000.	10,000	10,150
Note paid in full.	-	10,000
Note payable from an individual, unsecured, interest at 0%, due on July 10, 2019.	25,000	25,000
Note payable from an individual, unsecured, interest at 0%, due on September 28, 2019.	10,000	10,000
Note payable from an individual, unsecured, interest originally at 3.0% but changed to 0%. Interest was forgiven in 2019. Principal was originally due June 3, 2019 and is now due June 3, 2024. Original note was \$10,000.	10,000	13,078
Note payable from an individual, unsecured, interest originally at 3.0%, but changed to 0%. Interest was forgiven in 2019. Principal was originally due February 1, 2020 and is now due February 1, 2025. Original note was \$20,000.	20,000	25,653
Note payable from an individual, unsecured, interest at 3.0%. Interest accrues twice a year and is added back to the note balance. Principal and accrued interest is due July 13, 2019. Original note was \$10,000.	13,431	13,040
Note paid in full.	•	6,000
Note payable from an individual, unsecured, interest at 3.0%. Interest accrues twice a year and is added back to the note balance. Principal and accrued interest is due September 1, 2019. Original note was \$10,000.	13,276	12,987
Note payable from an individual, unsecured, interest at 2.0%. Interest accrues twice a year and is added back to the note balance. Principal and accrued interest is due November 23,		
2019. Original note was \$25,000.	30,240	29,647

Note payable from an individual, unsecured, interest at 3.0%. Interest accrues twice a year and is added back to the note balance. Principal and accrued interest is due February 23, 2020. Original note was \$25,000.	32,770	31,816
Note payable from an individual, unsecured, interest at 0%, due on May 8, 2022.	10,000	10,000
Note payable from an individual, unsecured, interest at 0%, due on May 17, 2022.	40,000	40,000
Note payable from an individual, unsecured, interest at 0%, due on May 23, 2022.	10,000	10,000
Note payable from an individual, unsecured, interest at 0%, due on December 15, 2020.	225,000	225,000
Note paid in full.	-	15,000
Note payable from an individual, unsecured, interest at 2.0%. Interest accrues annually and is added back to the note balance. Principal and accrued interest is due August 24, 2021. Original note was \$10,000.	11,685	11,456
Note payable from an individual, unsecured, interest at 2.0%. Interest accrues annually and is added back to the note balance. Principal and accrued interest is due March 16, 2022. Original note was \$25,000.	28,887	28,320
Note payable from an organization, unsecured, interest at 2.0%. Interest accrues annually and is added back to the note balance. Principal and accrued interest is due June 15, 2022. Original note was \$50,000.	57,487	56,360
Note payable from an individual, unsecured, interest at 1.5%. Interest accrues annually and is added back to the note balance. Principal and accrued interest is due July 24, 2019. Original note was \$100,000.	110,899	109,260
Note payable from an individual, unsecured, interest at 2.0%. Interest accrues annually and is added back to the note balance. Principal and accrued interest is due August 2, 2019. Original note was \$5,000.	5,735	5,622
Note payable from an individual, unsecured, interest at 0%,		
due on October 11, 2022.	10,000	10,000

Note payable from an individual, unsecured, interest at 0%, due on August 30, 2019.	15,000	15,200
Note payable from an individual, unsecured, interest at 2.0%. Interest accrues annually and is added back to the note balance. Principal and accrued interest is due September 10, 2019. Original note was \$5,000.	5,500	5,392
Note payable from an individual, unsecured, interest at 2.0%. Interest accrues annually and is added back to the note		
balance. Principal and accrued interest is due May 16, 2021. Original note was \$10,000.	10,640	10,431
Note payable from an individual, unsecured, interest at 2.0%. Interest accrues annually and is added back to the note balance. Principal and accrued interest is due June 13, 2021. Original note was \$10,000.	10,623	10,415
Note payable from an individual, unsecured, interest at 2.0%, due on September 5, 2019. Interest accrues annually. Original note was \$50,000.		
Note payable from an individual, unsecured, interest at 2.0%. Interest accrues annually and is added back to the note balance. Principal and accrued interest is due April 10, 2022.	50,500	50,500
Original note was \$10,000.	10,451	10,246
Note payable from an individual, unsecured, interest at 2.0%. Interest accrues annually and is added back to the note balance. Principal and accrued interest is due October 16, 2020. Original note was \$68,000.	70,349	68,970
	70,040	
Note paid in full. Total	1,612,244	4,010 1,750,497
Less, current portion Long-term portion	(450,728) \$ 1,161,516	(654,016)
Long-term portion	\$ <u>1,161,516</u> \$	<u>1,096,481</u>

As a majority of the Organization's notes payable are due shortly after demand, that portion of the note is considered potentially currently due or payable within one year.

Notes payable are payable in each of the next five years as follows:

2020	\$ 450,728
2021	400,261
2022	216,719
2023	153,376
2024	116,720
Thereafter	267,614
Total	\$ 1,605,418

Note 5. Supplemental Cash Flow Information

	2019	2018
Interest paid	\$ 14,464	\$ 7,374

Note 6. Retirement Plan

Family Life Ministries, Inc., has established a 403(b) retirement plan covering all employees of the Organization over 18 years of age that have completed six months of service. The plan allows for employee contributions to the plan up to the maximum allowed by the Internal Revenue Code. The Organization contributes a matching contribution of one dollar for every dollar of a participant's elective deferral up to two percent of each employee's annual salary. The Organization contributed \$34,808 and \$27,568 in the years ended June 30, 2019 and 2018, respectively.

Note 7. Reclassifications

Certain reclassifications have been made to the financial statements for the year ended June 30, 2018. These reclassifications are for comparative purposes only and have no effect on the change in net assets originally reported.