

Consolidated Financial Statements With Independent Auditors' Report

December 31, 2016 and 2015



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#### INDEPENDENT AUDITORS' REPORT

Board of Directors The Joshua Fund McLean, Virginia

We have audited the accompanying consolidated financial statements of The Joshua Fund and its subsidiaries, which comprise the consolidated statements of financial position as of December 31, 2016 and 2015, and the related consolidated statements of activities, cash flows, and functional expenses 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 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 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 from 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 auditor's 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 The Joshua Fund McLean, Virginia

## **Opinion**

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the consolidated financial position of The Joshua Fund and its subsidiaries as of December 31, 2016 and 2015, and the changes in their net assets and cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Colorado Springs, Colorado

Capin Crouse LLP

May 1, 2017

## **Consolidated Statements of Financial Position**

	December 31,				
		2015			
ASSETS:					
Cash and cash equivalents	\$	3,691,915	\$	4,554,499	
Certificates of deposit		1,526,141		1,516,374	
Inventory		303,329		393,264	
Prepaid expenses and other assets		44,898	39,358		
Property and equipment-net		135,578		155,765	
Total Assets	\$	5,701,861	\$	6,659,260	
LIABILITIES AND NET ASSETS:					
Liabilities:					
Accounts payable and accrued expenses	\$	315,853	\$	229,943	
Net assets:					
Unrestricted:					
Operating		3,641,242		4,668,543	
Board designated		1,500,000		1,500,000	
Equity in property and equipment		135,578		155,765	
		5,276,820		6,324,308	
Temporarily restricted		109,188		105,009	
		5,386,008		6,429,317	
Total Liabilities and Net Assets	\$	5,701,861	\$	6,659,260	

## **Consolidated Statements of Activities**

	Year Ended December 31,								
	2016 2015						2015		
		Temporarily			•	Temporarily			
	Unrestricted	R	estricted	Total	Unrestricted	R	Restricted		Total
OPERATING:									
Support and Revenue:									
Contributions	\$ 5,846,028	\$	607,779	\$ 6,453,807	\$ 7,183,726	\$	336,621	\$	7,520,347
Interest and other income	17,483			17,483	14,950				14,950
Total Support and Revenue	5,863,511		607,779	6,471,290	7,198,676		336,621		7,535,297
Net Assets Released:									
Purpose restrictions	603,600		(603,600)		338,084		(338,084)		
Expenses:									
Program services	6,333,656		-	6,333,656	6,832,376		-		6,832,376
Supporting activities:									
General and administrative	1,124,570		-	1,124,570	1,161,559		-		1,161,559
Fund-raising	49,186			49,186	50,779				50,779
Total Expenses	7,507,412			7,507,412	8,044,714				8,044,714
Change in Net Assets From Operation	(1,040,301)		4,179	(1,036,122)	(507,954)		(1,463)		(509,417)
NON-OPERATING:									
Loss on exchange rate	(7,187)			(7,187)	(13,639)				(13,639)
Change in Net Assets	(1,047,488)		4,179	(1,043,309)	(521,593)		(1,463)		(523,056)
Net Assets, Beginning of Year	6,324,308		105,009	6,429,317	6,845,901		106,472		6,952,373
Net Assets, End of Year	\$ 5,276,820	\$	109,188	\$ 5,386,008	\$ 6,324,308	\$	105,009	\$	6,429,317

## **Consolidated Statements of Cash Flows**

	Year Ended December 31,				
	2016			2015	
CASH FLOWS FROM OPERATING ACTIVITIES:					
Change in net assets	\$	(1,043,309)	\$	(523,056)	
Adjustments to reconcile change in net assets to		,		, ,	
net cash provided (used) by operating activities:					
Depreciation and amortization		50,967		43,531	
Interest income on certificates of deposit		(30,767)		(10,152)	
Loss on property and equipment		707		-	
Changes in operating assets and liabilities:					
Inventory		89,935		93,101	
Prepaid expenses and other assets		(5,540)		(182)	
Accounts payable and accrued expenses		85,910		(178,675)	
Net Cash Used by Operating Activities		(852,097)		(575,433)	
CASH FLOWS FROM INVESTING ACTIVITIES:					
Proceeds from sale of certificates of deposit		1,494,000		1,499,000	
Purchases of certificates of deposit		(1,473,000)		(1,493,000)	
Purchases of property and equipment		(31,487)		(75,271)	
Net Cash Used by Investing Activities		(10,487)		(69,271)	
Net Change in Cash and Cash Equivalents		(862,584)		(644,704)	
Cash and Cash Equivalents, Beginning of Year		4,554,499		5,199,203	
Cash and Cash Equivalents, End of Year	\$	3,691,915	\$	4,554,499	

### **Statement of Functional Expenses**

Year Ended December 31, 2016

**Supporting Activities** General Supporting Program and Fund-Activities Services Administrative Total raising **Total Expenses** \$ \$ 4,845,087 \$ Grants and contracts 4,845,087 15,000 Salaries and benefits 602,332 571,878 586,878 1,189,210 416,200 Travel and hospitality 23,301 23,301 439,501 Professional services 92,351 283,589 5,959 289,548 381,899 Equipment and facilities 145,902 2,907 2,907 148,809 18,986 Communications 88,096 26,001 44,987 133,083 Fees and insurance 9,935 79,079 79,079 89,014 Organizational expenses 90 71,691 71,691 71,781 Information technology 18,557 47,671 47,671 66,228 Office expenses 49,780 9,091 60 9,151 58,931 Depreciation and amortization 34,744 16,223 16,223 50,967 2,320 Other operating expenses 30,582 154 2,166 32,902 **Total Expenses** 6,333,656 1,124,570 49,186 1,173,756 7,507,412 Percent of Total Expenses 84% 15% 1% 16% 100%

### **Statement of Functional Expenses**

Year Ended December 31, 2015

**Supporting Activities** General Supporting Program and Fund-Activities Services Administrative Total raising **Total Expenses** \$ \$ 5,400,302 \$ Grants and contracts 5,400,302 531,786 15,000 Salaries and benefits 613,226 628,226 1,160,012 Travel and hospitality 436,619 21,604 21,604 458,223 Professional services 109,703 273,178 4,400 277,578 387,281 Communications 100,876 19,181 28,936 48,117 148,993 Equipment and facilities 136,770 2,721 2,721 139,491 Organizational expenses 103,990 60 103,990 104,050 Fees and insurance 10,112 79,709 79,709 89,821 Information technology 14,283 33,509 1,865 35,374 49,657 Depreciation and amortization 38,931 43,531 4,600 4,600 Other operating expenses 597 490 41,190 1,087 42,277 Office expenses 9,244 11,744 88 9,332 21,076 **Total Expenses** 6,832,376 1,161,559 50,779 1,212,338 8,044,714 Percent of Total Expenses 85% 14% 1% 15% 100%

#### **Notes to Consolidated Financial Statements**

December 31, 2016 and 2015

#### 1. NATURE OF ORGANIZATION:

The Joshua Fund (TJF), a nonprofit organization incorporated in the State of Virginia, is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code (the Code). TJF was founded in 2006 to bless Israel and her neighbors in the name of Jesus, according to Genesis 12:1-3. Blessing Israel and the nations of the Middle East means praying for the peace of Jerusalem, bringing good news to the afflicted, caring for the poor, and being a light to the nations of the Middle East. TJF relies primarily on contributions to operate and conduct its programs and activities.

TJF established The Joshua Fund (R.A.) (TJFRA) in Israel in 2008. TJFRA is registered as a non-profit association under Israeli laws. TJFRA's goals in general are to promote social justice by establishing and managing a fund for humanitarian assistance to the needy in Israel regardless of religion, race or gender, and also by initiating and managing social and humanitarian projects in the State of Israel.

During the year ended December 31, 2013, TJF established a limited liability corporation (LLC) incorporated in the State of Delaware, established in order to further TJF's missions to the Middle East.

The financial resources of TJFRA and the LLC noted above are consolidated in these financial statements because TJF is the sole member or they are controlled and economically dependent upon TJF.

#### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES:

TJF maintains its accounts and prepares its consolidated financial statements on the accrual basis of accounting in conformity with accounting principles generally accepted in the United States of America. The preparation of consolidated 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 and disclosures at the date of the consolidated financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates. The significant accounting policies followed are described below to enhance the usefulness of the consolidated financial statements to the reader.

#### PRINCIPLES OF CONSOLIDATION

The consolidated financial statements include the financial resources and activities of TJF, TJFRA, and the LLC. All material transactions and balances between TJF, TJFRA, and the LLC have been eliminated in the consolidation. TJF, TJFRA, and the LLC will collectively be referred to as TJF.

#### **Notes to Consolidated Financial Statements**

December 31, 2016 and 2015

## 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, continued:

#### **FOREIGN OPERATIONS**

Management has reviewed the assets in other countries and, in its opinion, determined they are under the control and ownership of the ministry and meet the requirements for consolidation as set forth by the Not-for-Profit-Entities Topic of the FASB ASC. While such items are recognized as assets of the ministry, it should be noted that the political situation in many other countries is subject to rapid change. Therefore, the reader should be aware that while the ministry believes the assets are properly stated at the date of this report, subsequent changes could occur that would adversely affect the realizable value of the assets in other countries. In addition, it should be understood the carrying value of the assets in other countries may not be representative of the amount that could be realized should the assets be sold. The account balances relating to foreign operations are reflected in the consolidated financial statements in U.S. dollars.

#### CASH AND CASH EQUIVALENTS

Cash and cash equivalents consist of cash and short-term, highly liquid investments with an original maturity term of three months or less. The balances exceeded federally insured limits by approximately \$2,740,000 and \$3,567,000 as of December 31, 2016 and 2015, respectively. TJF has not experienced any losses on such accounts and believes it is not exposed to any significant credit risk.

#### CERTIFICATES OF DEPOSIT

Certificates of deposit consist of certificates of deposit with an original maturity term of more than three months and are carried at cost.

#### **INVENTORY**

Inventory is stated using the first-in-first-out method at lower of cost or realizable value. No obsolescence is recorded because the inventory items that are obsolete are not included in the inventory valuation.

#### PROPERTY AND EQUIPMENT

TJF capitalizes property and equipment purchases exceeding \$3,000 and expenses lesser amounts in the year purchased. Property and equipment are recorded at cost. Donated items are recorded at their fair market value on the date of the gift. Depreciation and amortization is computed on the straight-line method over the estimated useful lives of three to ten years.

#### **CLASSES OF NET ASSETS**

The net assets of TJF are reported in the following classes:

*Unrestricted net assets* are currently available at the discretion of the board for use in the organization's operations and those resources invested in property and equipment.

Temporarily restricted net assets include resources restricted by donors primarily for use with certain projects.

#### **Notes to Consolidated Financial Statements**

December 31, 2016 and 2015

## 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, continued:

#### SUPPORT AND REVENUE

Contributions are recorded when made, which may be when cash and other assets are received or when unconditionally promised. Contributions of goods, services, and other assets are recorded at the fair market value at the time of the gift. Contributed services of \$50,000 are included in contributions in the consolidated statements of activities for both of the years ended December 31, 2016 and 2015. TJF reports gifts of cash and other assets as restricted support if they are received with donor stipulations that limit the use of the contributed amounts. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is satisfied, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the consolidated statements of activities as net assets released from restrictions. All contributions are considered available for unrestricted use unless specifically restricted by the donor.

#### FUNCTIONAL ALLOCATION OF EXPENSES

The costs of providing various program services and supporting activities have been summarized on a functional basis in the consolidated statements of activities. Accordingly, certain costs, such as salaries and benefits and depreciation, have been allocated among the program services and supporting activities benefited.

## **UNCERTAIN TAX POSITIONS**

The financial statement effects of a tax position taken or expected to be taken are recognized in the consolidated financial statements when it is more likely than not, based on the technical merits, that the position will be sustained upon examination. Interest and penalties, if any, are included in expenses in the consolidated statements of activities. As of December 31, 2016, TJF had no uncertain tax positions that qualify for recognition or disclosure in the consolidated financial statements.

TJF is generally no longer subject to U.S. federal and state income tax examinations by tax authorities for years before 2013.

#### RECLASSIFICATIONS

Certain prior year amounts have been reclassified in order to conform to current year presentation.

## **Notes to Consolidated Financial Statements**

December 31, 2016 and 2015

## 3. PROPERTY AND EQUIPMENT–NET:

Property and equipment-net consist of:

	December 31,				
			2015		
Vehicles	\$	255,949	\$	255,949	
Furniture, fixtures, and equipment		111,038		106,421	
Software		124,770		91,860	
Website development		37,190		32,490	
Leasehold improvements		8,887		8,887	
		537,834		495,607	
Less: Accumulated depreciation and amortization		(445,802)		(396,202)	
		92,032		99,405	
Work in process		43,546		56,360	
	_\$	135,578	\$	155,765	

## 4. **BOARD DESIGNATED:**

TJF has board designated net assets of \$1,500,000 for both of the years ended December 31, 2016 and 2015. This consists of board designated funds of \$1,000,000 for operating reserves and \$500,000 for cash reserves for both years.

## 5. TEMPORARILY RESTRICTED NET ASSETS:

Temporarily restricted net assets consist of the following as of:

	December 31,					
	2016			2015		
War preparation	\$	55,211	\$	48,670		
Israeli relief projects		29,577		49,814		
Humanitarian projects		23,900		5,892		
Other projects		500		633		
	\$	109,188	\$	105,009		

#### **Notes to Consolidated Financial Statements**

December 31, 2016 and 2015

#### 6. FOREIGN OPERATIONS:

In connection with TJFRA and its ministry in Israel and neighboring countries, TJF has certain supporting facilities outside the United States of America. Assets in other countries consist of:

		December 31,				
	2016		2015			
Cash and cash equivalents	\$	442,798	\$	441,406		
Inventory		303,329		393,264		
Prepaid expenses and other assets		14,764		13,781		
Property and equipment–net		65,223		93,982		
Accounts payable and accrued expenses		(56,284)		(106,811)		
	\$	769,830	\$	835,622		

#### 7. COMMITMENTS:

TJF has accounting service agreements and also leases office and warehouse space through various cancellable and noncancellable operating leases. Service agreement and rent expense, for both cancellable and noncancellable commitments, for the years ended December 31, 2016 and 2015, was \$319,058 and \$318,192, respectively. Future minimum payments for the year ended December 31, 2017 total \$165,699.

#### 8. <u>RETIREMENT PLAN:</u>

TJF sponsors a 401(k) defined contribution plan for all employees who are over the age of 21 and have worked at TJF for at least a year. TJF provides a direct match up to 3% of employee contributions and 1/2 match of employee contributions between 3% and 5%. Total contributions were \$22,767 and \$20,938 for the years ended December 31, 2016 and 2015, respectively.

#### 9. OPERATING AND NON-OPERATING ACTIVITIES:

The activity of TJF has been reported in the consolidated statements of activities in the following two categories: operating and non-operating. Operating includes the core activities of the organization. Non-operating includes all other activities that are not recurring and normally carried on in the course of TJF's operations, consisting of the gains and losses related to foreign translation differences during the years ended December 31, 2016 and 2015.

## **Notes to Consolidated Financial Statements**

December 31, 2016 and 2015

## 10. RELATED PARTY:

During the year ended December 31, 2016, a relative of the executive director received \$25,000 as payment for services rendered on a project for TJF. This individual was also a member of the board of directors during part of the year ended December 31, 2016.

## 11. SUBSEQUENT EVENTS:

Subsequent events have been evaluated through the report date, which represents the date the consolidated financial statements were available to be issued. Subsequent events after that date have not been evaluated.