

Consolidated Financial Statements With Independent Auditors' Report

December 31, 2017 and 2016



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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 (TJF) and its subsidiaries, which comprise the consolidated statements of financial position as of December 31, 2017 and 2016, 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 TJF'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 TJF'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, 2017 and 2016, 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

April 13, 2018

## **Consolidated Statements of Financial Position**

	December 31,					
		2017		2016		
ASSETS:						
Cash and cash equivalents	\$	3,503,248	\$	3,691,915		
Certificates of deposit		1,538,371		1,526,141		
Inventory		321,505		303,329		
Prepaid expenses and other assets		47,344		44,898		
Property and equipment–net		118,008		135,578		
Total Assets	\$	5,528,476	\$	5,701,861		
LIABILITIES AND NET ASSETS:						
Liabilities:						
Accounts payable and accrued expenses		73,749	\$	315,853		
Net assets:						
Unrestricted:						
Operating		3,821,230		3,641,242		
Board designated		1,500,000		1,500,000		
Equity in property and equipment		118,008		135,578		
		5,439,238		5,276,820		
Temporarily restricted		15,489		109,188		
		5,454,727		5,386,008		
Total Liabilities and Net Assets	\$	5,528,476	\$	5,701,861		

## **Consolidated Statements of Activities**

	Year Ended December 31,									
	2017 2016									
	•	Те	mporarily		•	Те	mporarily			
	Unrestricted	F	Restricted	Total	Unrestricted	R	Restricted	Total		
OPERATING:										
Support and Revenue:										
Contributions	\$ 5,763,627	\$	396,631	\$ 6,160,258	\$ 5,846,028	\$	607,779	\$ 6,453,807		
Interest and other income	36,223			36,223	17,483		<u> </u>	17,483		
Total Support and Revenue	5,799,850		396,631	6,196,481	5,863,511		607,779	6,471,290		
Net Assets Released:										
Purpose restrictions	490,330		(490,330)		603,600		(603,600)			
Expenses:										
Program services	4,983,705		-	4,983,705	6,333,656		-	6,333,656		
Supporting activities:										
General and administrative	1,139,820		-	1,139,820	1,124,570		-	1,124,570		
Fund-raising	43,314			43,314	49,186			49,186		
Total Expenses	6,166,839			6,166,839	7,507,412	-		7,507,412		
Change in Net Assets From Operation	123,341		(93,699)	29,642	(1,040,301)		4,179	(1,036,122)		
NON-OPERATING:										
Gain (loss) on exchange rate	39,077			39,077	(7,187)			(7,187)		
Change in Net Assets	162,418		(93,699)	68,719	(1,047,488)		4,179	(1,043,309)		
Net Assets, Beginning of Year	5,276,820		109,188	5,386,008	6,324,308		105,009	6,429,317		
Net Assets, End of Year	\$ 5,439,238	\$	15,489	\$ 5,454,727	\$ 5,276,820	\$	109,188	\$ 5,386,008		

# **Consolidated Statements of Cash Flows**

	Year Ended December 31,					
		2017		2016		
CASH FLOWS FROM OPERATING ACTIVITIES:						
Change in net assets	\$	68,719	\$	(1,043,309)		
Adjustments to reconcile change in net assets to	7		_	(-,,)		
net cash provided (used) by operating activities:						
Depreciation and amortization		44,632		50,967		
Interest income on certificates of deposit		53,770		(30,767)		
Loss on property and equipment		-		707		
Changes in operating assets and liabilities:						
Inventory		(18,176)		89,935		
Prepaid expenses and other assets		(2,446)		(5,540)		
Accounts payable and accrued expenses		(242,104)		85,910		
Net Cash Used by Operating Activities		(95,605)		(852,097)		
CASH FLOWS FROM INVESTING ACTIVITIES:						
Proceeds from sale of certificates of deposit		1,473,000		1,494,000		
Purchases of certificates of deposit		(1,539,000)		(1,473,000)		
Purchases of property and equipment		(27,062)		(31,487)		
Net Cash Used by Investing Activities		(93,062)		(10,487)		
Net Change in Cash and Cash Equivalents		(188,667)		(862,584)		
Cash and Cash Equivalents, Beginning of Year		3,691,915		4,554,499		
Cash and Cash Equivalents, End of Year	\$	3,503,248	\$	3,691,915		

# **Statement of Functional Expenses**

Year Ended December 31, 2017

				Su						
				General			S	Supporting		
		Program		and		Fund-		Activities		
		Services	Ad	ministrative		raising		Total	To	tal Expenses
	Φ.	2 410 455	Φ.		Φ.					•
Grants and contracts	\$	3,410,477	\$	-	\$	-	\$	-	\$	3,410,477
Salaries and benefits		646,479		611,526		12,500		624,026		1,270,505
Travel and hospitality		457,414		19,589		-		19,589		477,003
Professional services		128,155		281,964		8,675		290,639		418,794
Equipment and facilities		147,213		6,729		-		6,729		153,942
Communications		68,519		16,284		17,046		33,330		101,849
Fees and insurance		12,149		79,616		-		79,616		91,765
Organizational expenses		-		62,951		-		62,951		62,951
Information technology		19,937		39,989		12		40,001		59,938
Office expenses		40,486		7,684		596		8,280		48,766
Depreciation and amortization		32,029		12,604		-		12,604		44,633
Other operating expenses		20,847		884		4,485		5,369		26,216
Total Expenses	\$	4,983,705	\$	1,139,820	\$	43,314	\$	1,183,134	\$	6,166,839
Percent of Total Expenses		81%		18%		1%		19%		100%

# **Statement of Functional Expenses**

Year Ended December 31, 2016

				Su						
			General				S	Supporting		
		Program		and		Fund-		Activities		
		Services	Ad	ministrative		raising		Total	To	tal Expenses
Grants and contracts	\$	4,845,087	\$		\$		\$		\$	4,845,087
	Φ		Ф	- 	Ф	15 000	Ф	- 507.070	Ф	
Salaries and benefits		602,332		571,878		15,000		586,878		1,189,210
Travel and hospitality		416,200		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
Communications		88,096		18,986		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
Other operating expenses		30,582		154		2,166		2,320		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%

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

December 31, 2017 and 2016

## 1. NATURE OF ORGANIZATION:

The Joshua Fund (TJF) is a nonprofit organization that is exempt from income taxes under Section 501(c) (3) of the Internal Revenue Code (IRC) and comparable state laws. However, TJF is subject to federal income tax on any unrelated business taxable income. In addition, TJF is not classified as a private foundation within the meaning of Section 509(a) of the IRC. 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, 2017 and 2016

## 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 \$2,634,000 and \$2,740,000 as of December 31, 2017 and 2016, 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 net 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, 2017 and 2016

## 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 \$62,500 and \$50,000 are included in contributions in the consolidated statements of activities for the years ended December 31, 2017 and 2016, respectively. 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.

#### ADOPTION OF RECENTLY ISSUED PRONOUNCEMENTS

In July 2015, the Financial Accounting Standards Board (FASB) issued guidance that replaces the existing accounting standards for inventory measurement in Accounting Standards Update (ASU) 2015-11, Simplifying the Subsequent Measurement of Inventory. The guidance is effective for fiscal years beginning after December 15, 2016, and requires inventory to be measured at the lesser of cost or net realizable value. TJF adopted the provisions of this guidance in the year ended December 31, 2017.

### 3. PROPERTY AND EQUIPMENT–NET:

Property and equipment-net consist of:

	December 31,				
		2017		2016	
Vehicles	\$	255,949	\$	255,949	
Furniture, fixtures, and equipment		111,038		111,038	
Software		195,379		124,770	
Website development		37,190		37,190	
Leasehold improvements		8,887		8,887	
		608,443		537,834	
Less: Accumulated depreciation and amortization		(490,435)		(445,802)	
	<u> </u>	118,008		92,032	
Work in process				43,546	
	\$	118,008	\$	135,578	

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

December 31, 2017 and 2016

## 4. BOARD DESIGNATED:

TJF has board designated net assets of \$1,500,000 for both of the years ended December 31, 2017 and 2016. 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,					
	2017		2016			
Humanitarian projects	\$ 15,289	\$	23,900			
Israeli relief projects	200		29,577			
War preparation	-		55,211			
Other projects	 		500			
	\$ 15,489	\$	109,188			

## 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,					
	 2017		2016			
Cash and cash equivalents	\$ 281,136	\$	442,798			
Inventory	321,505		303,329			
Prepaid expenses and other assets	14,914		14,764			
Property and equipment-net	42,342		65,223			
Accounts payable and accrued expenses	 (37,794)		(56,284)			
	\$ 622,103	\$	769,830			

### 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, 2017 and 2016, was \$378,208 and \$319,058, respectively. Future minimum payments for the year ended December 31, 2018 total \$185,471.

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

December 31, 2017 and 2016

### 8. RETIREMENT PLAN:

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 \$24,121 and \$22,767 for the years ended December 31, 2017 and 2016, 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, 2017 and 2016.

### 10. RELATED PARTY:

During the years ended December 31, 2017 and 2016, a relative of the executive director received \$52,000 and \$25,000, respectively, as payment for services rendered for TJF. This individual was also a member of the board of directors during part of the year ended December 31, 2016.

During the years ended December 31, 2017 and 2016, a company owned by a relative of the director of administration received \$30,395 and \$8,194, respectively, as payment for services rendered for TJF.

### 11. SUBSEQUENT EVENTS:

Subsequent events were evaluated through April 13, 2018, which is the date the financial statements were available to be issued.