



Consolidated Financial Statements
For the Years Ended June 30, 2018 and 2017

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Independent Auditor's Report

**To the Board of Trustees
CRISTA Ministries
Shoreline, Washington**

We have audited the accompanying consolidated financial statements of CRISTA Ministries ("the Organization") which comprise the consolidated balance sheets as of June 30, 2018 and 2017, and the related consolidated statements of unrestricted activities, changes in net assets and cash flows for the years then ended, and the related notes to the consolidated 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 audits 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.



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Opinion

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of the Organization as of June 30, 2018 and 2017, and the results of its unrestricted activities and change in net assets, and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Report on Supplementary Information

Our audits were conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The supplementary information on pages 30 to 33 is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audits of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the consolidated financial statements as a whole.

Clark Nuber P.S.

Certified Public Accountants
October 18, 2018

CRISTA MINISTRIES

Consolidated Balance Sheets - Assets
June 30, 2018 and 2017
(In Thousands)

	<u>2018</u>	<u>2017</u>
Assets		
Current Assets:		
Cash and cash equivalents (Note 2)-		
Available for current ministries	\$ 6,566	\$ 10,639
Held for donor restricted ministry purposes	6,948	7,788
Held by field operations	<u>2,051</u>	<u>1,685</u>
Total cash and cash equivalents	15,565	20,112
Grants receivable	248	562
Pledges receivable, current portion (Note 3)	909	175
Trade receivables, net	4,206	5,079
Note receivable, current portion (Note 12)	123	150
Short-term investments (Note 4)	393	
Prepaid expenses and supplies	<u>948</u>	<u>818</u>
Total Current Assets	22,392	26,896
Long-term investments (Note 4)-		
Available for current ministries	21,407	19,197
Endowment accounts	15,589	9,044
Other investments	<u>366</u>	<u>366</u>
Total long-term investments	37,362	28,607
Long-term pledges receivable, net (Note 3)	862	186
Planned giving program assets (Notes 4 and 7)	4,001	3,446
Property and equipment used in ministries, net (Note 6)	70,262	72,777
Assets held by field operations (Note 8)	4,165	3,535
Long-term note receivable, net (Note 12)	1,567	1,550
Radio licenses, net (Note 1)	<u>6,218</u>	<u>6,233</u>
Total Assets	<u>\$ 146,829</u>	<u>\$ 143,230</u>

See accompanying notes.

CRISTA MINISTRIES

Consolidated Balance Sheets - Liabilities and Net Assets
June 30, 2018 and 2017
(In Thousands)

	<u>2018</u>	<u>2017</u>
Liabilities and Net Assets		
Current Liabilities:		
Accounts payable and accrued expenses	\$ 8,107	\$ 9,391
Accounts payable held in field offices	2,453	2,249
Deferred revenue	1,921	1,749
Current portion of long-term obligations (Note 10)	905	872
Total Current Liabilities	13,386	14,261
Long-term obligations, net (Note 10)	9,955	10,799
Refundable entry fees	6,614	6,299
Nonrefundable entry fees	5,856	5,794
Deposits and deferred rent	344	271
Planned giving program obligations (Note 7)	2,061	1,703
Total Liabilities	38,216	39,127
Commitments and contingencies (Note 13)		
Net Assets:		
Unrestricted-		
General	12,937	13,248
Represented by property, equipment and intangibles owned by the Organization	67,370	69,012
Total unrestricted assets	80,307	82,260
Temporarily restricted-		
Restricted for program activities	10,322	10,748
Restricted for capital acquisitions	413	199
The Organization's portion of irrevocable trust agreements	162	127
Restricted for endowment funds (Note 11)	10,354	4,246
Total temporarily restricted assets	21,251	15,320
Permanently restricted-		
Endowments for student financial aid and teacher excellence (Note 11)	3,305	2,893
Endowment for senior living resident financial aid (Note 11)	2,112	2,112
Perpetual trust (Note 7)	1,638	1,518
Total permanently restricted assets	7,055	6,523
Total Net Assets	108,613	104,103
Total Liabilities and Net Assets	\$ 146,829	\$ 143,230

See accompanying notes.

CRISTA MINISTRIES**Consolidated Statements of Unrestricted Activities
For the Years Ended June 30, 2018 and 2017
(In Thousands)**

	<u>2018</u>	<u>2017</u>
Revenues, Gains and Losses:		
Fees for services	\$ 68,011	\$ 66,458
Contributions	16,064	16,178
Contributions released from restrictions	14,023	13,952
Gifts-in-kind (Note 9)	15,647	16,369
Government grants	71	622
Other program revenue	842	731
Income on investments	967	534
Net realized and unrealized gains on investments and planned giving program	710	1,561
Foreign currency exchange losses	(96)	(47)
Gain on sale of property, net	1	642
Miscellaneous income	691	1,307
Total Revenues, Gains and Losses	116,931	118,307
Expenses:		
Program services	105,411	102,051
Fundraising	8,747	7,697
Management and general	4,726	4,582
Total Expenses	118,884	114,330
Change in Unrestricted Net Assets	\$ (1,953)	\$ 3,977

See accompanying notes.

CRISTA MINISTRIES

**Consolidated Statements of Changes in Net Assets
For the Years Ended June 30, 2018 and 2017
(In Thousands)**

	<u>2018</u>	<u>2017</u>
Unrestricted Net Assets:		
Total unrestricted revenues, gains and losses	\$ 102,908	\$ 104,355
Contributions released from restrictions	14,023	13,952
Total unrestricted expenses	<u>(118,884)</u>	<u>(114,330)</u>
Change in Unrestricted Net Assets	(1,953)	3,977
Temporarily Restricted Net Assets:		
Contributions	19,447	11,312
Contributions released from restrictions	(14,023)	(13,952)
Income on investments	322	168
Net realized and unrealized gains on investments and planned giving program	<u>185</u>	<u>442</u>
Change in Temporarily Restricted Net Assets	5,931	(2,030)
Permanently Restricted Net Assets:		
Contributions	412	458
Net realized and unrealized gains on planned giving program investments	<u>120</u>	<u>109</u>
Change in Permanently Restricted Net Assets	532	567
Total Change in Net Assets	4,510	2,514
Net assets, beginning of year	<u>104,103</u>	<u>101,589</u>
Net Assets, End of Year	<u>\$ 108,613</u>	<u>\$ 104,103</u>

See accompanying notes.

CRISTA MINISTRIES

**Consolidated Statements of Cash Flows
For the Years Ended June 30, 2018 and 2017
(In Thousands)**

	<u>2018</u>	<u>2017</u>
Cash Flows From Operating Activities:		
Change in net assets	\$ 4,510	\$ 2,514
Adjustments to reconcile change in net assets to net cash provided by operating activities-		
Items considered financing activities:		
Capital campaign contributions	(160)	(2,646)
Permanently restricted endowment contributions	(412)	(458)
Noncash changes:		
Depreciation and amortization	6,614	5,785
Amortization of financing costs	16	16
Entry fees earned	(1,080)	(1,289)
Gain on sale of property	(1)	(642)
Net realized and unrealized gains on long-term investments and planned giving program	(1,015)	(2,112)
Nonrefundable entry fees received	1,206	938
Changes in assets and liabilities:		
Grants receivable	314	(425)
Pledges receivable	(1,382)	276
Trade receivables	873	(1,213)
Prepaid expenses and supplies	(130)	(99)
Assets held by field operations	(630)	(270)
Accounts payable and accrued expenses	(1,491)	864
Deferred revenue, deposits and deferred rent	245	503
Planned giving program obligations	358	216
Net Cash Provided by Operating Activities	7,835	1,958
Cash Flows From Investing Activities:		
Acquisition of property and equipment	(3,674)	(12,567)
Proceeds from disposal of property and equipment		20
Proceeds from sale of property held for sale	1	552
Purchases of investments	(28,007)	(77,322)
Proceeds from sale of investments	19,319	75,304
Net Cash Used by Investing Activities	(12,361)	(14,013)
Cash Flows From Financing Activities:		
Principal payments on long-term obligations	(872)	(1,020)
Proceeds from bond funds held in trust		1,378
Refundable entry fees received	673	603
Entry fee refunds paid	(422)	(974)
Proceeds from capital campaign contributions	188	2,784
Proceeds from permanently restricted endowment contributions	412	458
Net Cash (Used) Provided by Financing Activities	(21)	3,229
Net Change in Cash and Cash Equivalents	(4,547)	(8,826)
Cash and Cash Equivalents:		
Beginning of year	20,112	28,938
End of Year	\$ 15,565	\$ 20,112

See accompanying notes.

CRISTA MINISTRIES

Consolidated Statements of Cash Flows (Continued)
For the Years Ended June 30, 2018 and 2017
(In Thousands)

	<u>2018</u>	<u>2017</u>
Supplemental Disclosure of Cash Flow Information:		
Cash transactions-		
Cash paid during the year for interest	\$ 339	\$ 339
Noncash investing activity-		
Capital acquisitions included in accounts payable	\$ 299	\$ 710
Noncash financing activity-		
Note receivable for the sale of property held for sale	\$ -	\$ 1,700

See accompanying notes.

CRISTA MINISTRIES

Notes to Consolidated Financial Statements For the Years Ended June 30, 2018 and 2017

Note 1 - Nature of Operations and Significant Accounting Policies

Business Purpose and Organization - To Love God by Serving People.

CRISTA Ministries, headquartered at 19303 Fremont Avenue North, Shoreline, Washington 98133-3800, is a Christian not-for-profit organization made up of seven distinct ministries with one common purpose. The mission of CRISTA Ministries is to love God by serving people - meeting practical and spiritual needs so that those we serve locally and internationally will be built up in love, united in faith and maturing in Christ. We seek to see people drawn into a transformational relationship with Christ.

CRISTA Ministries was founded in 1948 as King's Garden. Today, its seven ministries serving locally and internationally are: CRISTA Senior Living, World Concern, King's Schools, CRISTA Media, CRISTA Camps, Christian Veterinary Mission, and Seattle Urban Academy.

World Concern Development Organization ("WCDO"), a separate not-for-profit organization, the non-ecclesiastical arm of World Concern, shares common facilities and management with World Concern, and is reported in these consolidated financial statements as part of World Concern. WCDO is responsible for administering governmental and other grants.

CRISTA Ministries Canada ("CRISTA Canada") is a not-for-profit organization incorporated under the Canada Corporation Act and registered as a Charitable Organization. CRISTA Canada has an agreement with CRISTA Media to provide programming designed to support individuals in their commitment to practice their Christian beliefs and live the Christian life. CRISTA Canada also has an agreement with World Concern and Christian Veterinary Mission to help provide for the spiritual and physical needs of families in the poorest countries of the world.

Principles of Consolidation - The consolidated financial statements include the accounts of CRISTA Ministries, WCDO, and CRISTA Canada (collectively, the "Organization"). All significant inter-organization transactions have been eliminated upon consolidation.

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 the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Cash and Cash Equivalents - Cash in excess of daily requirements is invested in interest-bearing instruments with maturities of three months or less. Such investments are considered to be cash equivalents, except for those included in the Organization's investment portfolio and subject to its investment policy.

Cash Held by Field Operations - Cash held by field operations represents cash forwarded to project field sites for use in carrying out ministry activities.

Grants Receivable - Grants receivable are stated at the amount management expects to collect from outstanding balances. Management provides for probable uncollectible amounts through a charge to earnings and a credit to a valuation allowance based on its assessment of the current status of individual accounts. Balances still outstanding after management has used reasonable collection efforts are written off through a charge to the valuation allowance and a credit to grants receivable. Grants receivable are due primarily from government agencies and are deemed by management to be fully collectible. Therefore, an allowance for doubtful accounts was not recorded at June 30, 2018 and 2017.

CRISTA MINISTRIES

Notes to Consolidated Financial Statements For the Years Ended June 30, 2018 and 2017

Note 1 - Continued

Pledges Receivable - Pledges receivable, unconditional promises to give, that are expected to be collected within one year are recorded at net realizable value. Management provides for probable uncollectible amounts through a charge to contribution revenue and a credit to a valuation allowance based on historical trends. The allowance for doubtful accounts was \$127,000 and \$84,000 at June 30, 2018 and 2017, respectively.

Unconditional promises to give that are expected to be collected in future years are recorded at the present value of their estimated future cash flows. The discounts on these amounts are computed using risk-adjusted interest rates applicable to the years in which the promises are received. The present value discount was approximately \$87,000 at June 30, 2018. A present value discount was deemed immaterial at June 30, 2017.

Trade Receivables - Trade receivables are stated at the amount management expects to collect from outstanding balances. Management provides for probable uncollectible amounts through a charge to earnings and a credit to a valuation allowance based on its assessment of the current status of individual accounts. Balances still outstanding after management has used reasonable collection efforts are written off through a charge to the valuation allowance and a credit to trade receivables. The allowance for doubtful accounts was \$626,000 and \$566,000 at June 30, 2018 and 2017, respectively.

Note Receivable - The note receivable consists of a note for real property that had been held for sale (Notes 6 and 12). The note is recorded at its outstanding balance. Management considers the outstanding balance to be fully collectible and has, therefore, not recorded an allowance against the note.

Investments and Planned Giving Program Assets - Investments and planned giving program assets consist primarily of marketable debt and equity securities, mutual funds, private equity, real estate investment trust, nonmarketable securities, and an interest in a perpetual trust. Investments in marketable securities, private equity, real estate investment trust, and the perpetual trust are stated at fair value. Investments in nonmarketable securities and cash and cash equivalents, are stated at the lower of cost or net realizable value.

Captive Insurance Company - The Organization has contracted with a captive insurance company to insure against professional liability, property damage, and business income/extra expense, and to reinsure against a portion of its general liability, auto liability, and physical damage. The Organization owns a noncontrolling share of the common stock of the captive insurance company and is accounting for this investment under the cost method of investment accounting. The value of this investment in the amount of \$366,000 at June 30, 2018 and 2017, is included in investments.

Property and Equipment Used in Ministries and Depreciation - The Organization capitalizes assets with a cost greater than \$3,000 and an estimated useful life of three or more years, except for assets purchased for use in Senior Ministries, which capitalizes assets of \$750 or more to meet state Medicare guidelines. Certain technology items with a cost greater than \$750 and estimated life of three or more years are also capitalized. Purchased property is carried at cost. Donated property is recorded at fair value when received. Depreciation is computed using the straight-line method based on estimated useful lives as follows:

Buildings and improvements	5 - 50 years
Furniture and equipment	3 - 10 years
Vehicles	3 - 7 years

CRISTA MINISTRIES

Notes to Consolidated Financial Statements For the Years Ended June 30, 2018 and 2017

Note 1 - Continued

Development Loans Receivable - Development loans receivable represent loans outstanding under the Micro-enterprise Loan Program (MLP) in the country of Bangladesh.

The purpose of the MLP is to assist impoverished persons to become self-reliant, successful entrepreneurs. The MLP is administered in accordance with guidelines published by World Concern and is tailored to specific conditions of the host country. The majority of these loans mature in one to two years. Based on management's intent and ability to reinvest collected amounts in the MLP in those countries, the balance has been classified as a long-term receivable and included in assets held by field operations on the consolidated balance sheets (Note 8).

Radio Licenses - The Organization has several radio licenses. In accordance with current U.S. GAAP, radio licenses are considered indefinite-lived assets and thus are not amortized but are reviewed on an annual basis for any possible impairment. Management determined there were no events or changes in circumstance indicating an impaired value of the radio licenses at June 30, 2018 and 2017. Radio licenses obtained prior to June 30, 2012 are being amortized over an estimated useful life 40 years. Total accumulated amortization of such radio licenses was \$562,000 and \$547,000 at June 30, 2018 and 2017, respectively.

Financing Costs - Financing costs are recorded as a deduction from the related debt liability on the consolidated balance sheets. Financing costs are amortized over the term of the applicable debt using the straight-line method. U.S. GAAP requires that the effective yield method be used to amortize finance costs; however, the effect of using the straight-line method is not materially different from the results that would have been obtained under the effective yield method. Amortization of financing costs is included as a component of interest expense on the schedule of functional expenses.

Concentration of Credit Risk - Financial instruments that potentially subject the Organization to concentration of credit risk consist primarily of receivables, cash and cash equivalents, investments, and development loans receivable (Note 8). As of June 30, 2018 and 2017, concentration of credit risk with respect to receivables is limited due to a large base of customers consisting of public and private companies representing a variety of industries, government agencies, and individuals in the Pacific Northwest. Cash and cash equivalents are held with banks located in and outside of the United States. As of June 30, 2018 and 2017, 15% and 8% of cash and cash equivalents are held in banks outside of the United States. Investments are held with a variety of financial institutions. Cash, cash equivalents, and investment balances may at times exceed FDIC and SIPC insurance limits. Development loans receivable are due from a large number of loans granted under the Organization's MLP in Bangladesh.

Deferred Revenue - Cash from certain fees for services is received prior to the Organization providing the intended program services. These revenues are deferred until the period in which the services are rendered.

Entry Fees - Entry fees represent advance payment for use of retirement facilities. Entry fees are subject to contractual refunds upon death or other termination of residency. The refunds on a majority of the contracts range from 0% to 80% of the entry fees paid, depending upon length of residency. Refundable entry fees are reported as a liability on the consolidated balance sheets. The nonrefundable portion of the entry fee is considered deferred revenue and is amortized to income based upon the life expectancy of the residents.

The present value of the net cost of future services to current residents is calculated annually to determine if an unfunded liability for those services should be recorded. A discount rate of 6% was used as of June 30, 2018 and 2017. No unfunded liability exists for obligations to provide future services as of June 30, 2018 and 2017.

CRISTA MINISTRIES

Notes to Consolidated Financial Statements For the Years Ended June 30, 2018 and 2017

Note 1 - Continued

Basis of Presentation - Net assets, revenues, gains, and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, the net assets of the Organization and changes therein are classified and reported as follows:

Unrestricted Net Assets - Net assets on which there are no donor-imposed restrictions for use or such donor-imposed restrictions were temporary and expired or were met during the current or previous years.

Temporarily Restricted Net Assets - Net assets subject to donor-imposed restrictions that will be met either by actions of the Organization, the passage of time, or for endowment funds.

Permanently Restricted Net Assets - Net assets subject to donor-imposed restrictions to be maintained permanently by the Organization.

Revenues are reported as increases in unrestricted net assets unless use of the related assets is limited by donor-imposed restrictions. Expenses are reported as decreases in unrestricted net assets. Gains and losses on investments and other assets or liabilities are reported as increases or decreases in unrestricted net assets unless their use is restricted by explicit donor stipulation or by law. Expirations of temporary restrictions on net assets (i.e., the donor stipulated purpose has been fulfilled or the stipulated time period has lapsed) are reported as reclassifications between the applicable classes of net assets. Contributions where restrictions are satisfied within the same year are reported as unrestricted revenue.

Contributions that the donor requires to be used to acquire long-lived assets (e.g., building improvements, furniture, and equipment) are reported as temporarily restricted. When the long-lived assets are acquired, the Organization reflects the expiration of the donor-imposed restriction as a reclassification included in contributions released from restrictions.

Foreign Currency Translation - The functional currency of World Concern's field offices is the local currency in which the office is located. Assets and liabilities of the offices have been translated into U.S. dollars at year-end exchange rates. Revenues and expenses have been translated at average monthly exchange rates. Any translation adjustments are included in the consolidated statements of unrestricted activities.

Revenues and Gains - Fees for services and miscellaneous income consist of revenues earned during the year. Earned revenue is recognized in the period the service is performed. Government grant revenue is recognized in the period the related expenses are incurred. Contributions are recognized as revenues in the period received, except for unconditional promises to give, which are recognized in the period the unconditional promise is made. Contributions also include noncash gifts (gifts-in-kind), which are valued at estimated fair value at the date of gift (Note 9).

Senior Living recognizes revenue based on estimated net realizable amounts from patients and third-party payors, which includes the Medicaid and Medicare programs. Laws and regulations governing the Medicaid and Medicare programs are extremely complex and subject to interpretation. As a result, there is a possibility that recorded estimates may change.

Functional Allocation of Expenses - The cost of providing program services, fundraising, and general administration of the Organization has been summarized on a functional basis in supplementary schedules to the consolidated financial statements. Accordingly, certain costs have been allocated between program services, fundraising, and management and general expenses based on actual usage or square footage.

CRISTA MINISTRIES

Notes to Consolidated Financial Statements For the Years Ended June 30, 2018 and 2017

Note 1 - Continued

Income Taxes - The Internal Revenue Service (IRS) has determined that CRISTA and WCDO are exempt from federal income taxes under Sections 501(c)(3) and 509(a)(1) of the Internal Revenue Code, with the exception of certain activities that result in unrelated business income which are taxable. The Organization had federal income tax overpayments of \$172,000 that are included in trade receivables on the consolidated balance sheets as of June 30, 2018 and 2017.

CRISTA Canada is registered as a Charitable Organization under tax laws established by the Canada Revenue Agency. It had no taxable income for the years ended June 30, 2018 and 2017.

Subsequent Events - The Organization has evaluated subsequent events through October 18, 2018, the date on which the consolidated financial statements were available to be issued.

Note 2 - Cash and Cash Equivalents

Cash and cash equivalents consisted of the following as of June 30:

	(In Thousands)	
	2018	2017
Cash	\$ 7,010	\$ 10,038
Money market, CDs and other	8,555	10,074
Total Cash and Cash Equivalents	\$ 15,565	\$ 20,112

Cash and cash equivalents include approximately \$2,052,000 and \$1,686,000 as of June 30, 2018 and 2017, respectively, of funds on deposit in banks in foreign countries.

Note 3 - Pledges Receivable

Pledges receivable are due as follows as of June 30:

	(In Thousands)	
	2018	2017
Pledges due in less than one year	\$ 946	\$ 400
Pledges due in one to five years	664	45
More than five years	375	
	1,985	445
Less allowance for uncollectible pledges	(127)	(84)
Less present value discount	(87)	
Pledges Receivable, Net	\$ 1,771	\$ 361

CRISTA MINISTRIES

Notes to Consolidated Financial Statements
For the Years Ended June 30, 2018 and 2017

Note 3 - Continued

Pledges receivable are presented on the consolidated balance sheets as follows as of June 30:

	(In Thousands)	
	2018	2017
Pledges receivable, current portion	\$ 909	\$ 175
Long-term pledges receivable, net	862	186
Pledges Receivable, Net	\$ 1,771	\$ 361

Pledges receivable to be used for investment in long-term assets, such as buildings, property and equipment, are presented on the consolidated balance sheets as noncurrent regardless of when they are expected to be paid.

Note 4 - Investments and Planned Giving Program Assets

Investments and planned giving program assets consisted of the following as of June 30:

	(In Thousands)	
	2018	2017
Investments-		
Cash and cash equivalents (at cost)	\$ 780	\$ 1,655
Marketable equity securities	16,544	13,898
Marketable debt securities	14,950	9,741
Alternative strategies	3,057	1,722
Private equities	2,058	1,225
Nonmarketable equity securities (at cost)	366	366
	<u>37,755</u>	<u>28,607</u>
Planned giving program assets-		
Cash and cash equivalents (at cost)	32	(145)
Marketable equity securities	1,259	1,086
Marketable debt securities	1,072	987
Beneficial interest in perpetual trust held by third party	1,638	1,518
	<u>4,001</u>	<u>3,446</u>
Total Investments and Planned Giving Program Assets	\$ 41,756	\$ 32,053

Investments are classified on the consolidated balance sheets as the following as of June 30:

	(In Thousands)	
	2018	2017
Short-term investments	\$ 393	\$ -
Long-term investments	37,362	28,607
Total Investments	\$ 37,755	\$ 28,607

CRISTA MINISTRIES

Notes to Consolidated Financial Statements For the Years Ended June 30, 2018 and 2017

Note 5 - Fair Value Measurements

U.S. GAAP establishes a framework for measuring fair value. That framework provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1) and the lowest priority to unobservable inputs (Level 3).

The three levels of the fair value hierarchy are described as follows:

Level 1 - Unadjusted quoted prices available in active markets for identical assets or liabilities;

Level 2 - Inputs other than Level 1 that are observable, either directly or indirectly, such as quoted prices in active markets for similar assets or liabilities, quoted prices for identical or similar assets or liabilities in markets that are not active, or other inputs that are observable or can be corroborated by observable market data for substantially the full term of the assets or liabilities; or

Level 3 - Unobservable inputs that are significant to the fair value measurement.

A financial instrument's level within the fair value hierarchy is based upon 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. These financial instruments were valued using a market approach.

The following is a description of the valuation methodologies used for assets measured at fair value. There have been no changes in the methodologies used at June 30, 2018 and 2017.

Mutual Funds and Alternative Funds - Valued at quoted market prices in active markets.

Equity Securities - Valued at the closing price reported on the active market on which the securities are traded.

Corporate/Municipal/Education Bonds - Valued using bid valuations from similar instruments in actively traded markets.

Perpetual Trust - Valued at the Organization's share of the trust's assets, which are reported at fair value.

Private Equity - Valued at NAV per share, or its equivalent, as a practical expedient, as reported by the general partner or investment manager unless specific evidence indicated the NAV should be adjusted.

A reconciliation of the investments and planned giving assets measured at fair value on a recurring basis to total investments is as follows as of June 30:

	(In Thousands)	
	2018	2017
Assets recorded at fair value on a recurring basis	\$ 40,578	\$ 30,177
Assets recorded at cost	1,178	1,876
Total Investments and Planned Giving	\$ 41,756	\$ 32,053

CRISTA MINISTRIES

**Notes to Consolidated Financial Statements
For the Years Ended June 30, 2018 and 2017**

Note 5 - Continued

In accordance with ASU 2015-07, Fair Value Measurement (Topic 820): Disclosures for Investments in Certain Entities that Calculate Net Asset Value per Share (or its Equivalent), certain investments that were measured at fair value using the NAV per share (or its equivalent) practical expedient have not been classified in the fair value hierarchy. The fair value amounts presented in on the subsequent pages are intended to permit reconciliation of the fair value hierarchy to the line items presented in the balance sheets.

Assets recorded at fair value on a recurring basis were as follows as of June 30, 2018:

	(In Thousands)			Total
	Level 1	Level 2	Level 3	
Equity mutual funds-				
U.S. large cap	\$ 8,219	\$ -	\$ -	\$ 8,219
U.S. mid cap	2,235			2,235
U.S. small cap	239			239
International	6,952			6,952
Blended	23			23
Fixed income mutual funds-				
U.S.	12,883			12,883
International	542			542
Total mutual funds	31,093			31,093
Alternative funds-				
Hedge	1,048			1,048
Real estate	1,124			1,124
Commodities	885			885
Total alternative funds	3,057			3,057
Equity securities	135			135
Corporate bonds		1,970		1,970
Municipal and education bonds		627		627
Perpetual trust held by third party			1,638	1,638
Total Investments in the Fair Value Hierarchy	\$ 34,285	\$ 2,597	\$ 1,638	38,520
Private equity investments measured at NAV				2,058
Investments at Fair Value				\$ 40,578

CRISTA MINISTRIES

Notes to Consolidated Financial Statements
For the Years Ended June 30, 2018 and 2017

Note 5 - Continued

Assets recorded at fair value on a recurring basis were as follows as of June 30, 2017:

	(In Thousands)			Total
	Level 1	Level 2	Level 3	
Equity mutual funds-				
U.S. large cap	\$ 5,779	\$ -	\$ -	\$ 5,779
U.S. mid cap	1,609			1,609
U.S. small cap	271			271
International	6,394			6,394
Blended	22			22
Fixed income mutual funds-				
U.S.	8,698			8,698
International	538			538
Total mutual funds	23,311			23,311
Alternative funds-				
Hedge	442			442
Real estate	978			978
Commodities	302			302
Total alternative funds	1,722			1,722
Equity securities	908			908
Corporate bonds		849		849
Municipal and education bonds		644		644
Perpetual trust held by third party			1,518	1,518
Total Investments in the Fair Value Hierarchy	\$ 25,941	\$ 1,493	\$ 1,518	28,952
Private equity investments measured at NAV				1,225
Investments at Fair Value				\$ 30,177

CRISTA MINISTRIES

Notes to Consolidated Financial Statements For the Years Ended June 30, 2018 and 2017

Note 5 - Continued

The following table lists, by category, investments in private equity for which fair value is measured using the NAV per share practical expedient; it summarizes significant terms of the agreements with certain investment companies; and it discloses unfunded investment commitments:

Strategy	(In Thousands)		Redemption Frequency	Redemption Notice Period	Other Restrictions
	Fair Value June 30, 2018	Unfunded Commitments			
Private equity- Limited partnerships	\$ 2,058	\$ 4,025	Not currently redeemable.	Not currently redeemable.	Not currently redeemable.

The perpetual trust held by a third party represents the Organization's interest in trust assets (Note 7). Annual distributions are made from the trust by the trustees; therefore, no redemption terms or restrictions apply.

A reconciliation of the beginning and ending balance of the perpetual trust, measured using significant unobservable inputs (Level 3) follows:

	(In Thousands)
Balance as of July 1, 2016	\$ 1,408
Total realized and unrealized gains	110
Balance as of June 30, 2017	1,518
Total realized and unrealized gains	120
Balance as of June 30, 2018	\$ 1,638

Note 6 - Property and Equipment Used in Ministries

Property and equipment used in ministries consisted of the following as of June 30:

	(In Thousands)	
	2018	2017
Land	\$ 6,585	\$ 6,586
Buildings and improvements	127,248	116,420
Furniture, equipment, and other	20,641	20,672
Construction in progress	373	8,807
Total property and equipment before depreciation	154,847	152,485
Less accumulated depreciation	(84,585)	(79,708)
Property and Equipment, Net	\$ 70,262	\$ 72,777

CRISTA MINISTRIES

Notes to Consolidated Financial Statements For the Years Ended June 30, 2018 and 2017

Note 6 - Continued

During the year ended June 30, 2016, the Organization placed its South Seattle property up for sale. In March 2017, the Organization sold the property for a purchase price of \$350,500, resulting in a gain of \$72,000, net of selling costs.

During the year ended June 30, 2012, the Organization signed an agreement to lease its Crosspoint Academy building to another entity (Note 12). This agreement included a purchase option, which the other entity agreed to exercise in January 2016. The property sale was completed in November 2016 for a purchase price of \$2,000,000, resulting in a gain on the sale of the property of \$570,000, net of selling costs and a rent credit (Note 12).

Note 7 - Planned Giving Program

Irrevocable Trusts - The Organization is a beneficiary of irrevocable unitrusts and testamentary trusts administered by the Organization. The trusts provide for annual distributions of 6% to 7% of the value of trust assets to be paid to the trust grantors. The trusts all terminate upon the death of the various grantors, at which time the remaining assets will be distributed to the Organization and other beneficiaries. The trust assets are valued at fair value and totaled \$816,000 and \$828,000 at June 30, 2018 and 2017, respectively. The trust liabilities are valued at the present value of the estimated future distributions to be paid to the trust grantors discounted at rates of 6% to 7% and totaled \$654,000 and \$702,000 and at June 30, 2018 and 2017, respectively.

When trusts are initially established the Organization records temporarily restricted contribution revenue equal to the value of trust assets received less the trust liability. The Organization recorded a gain of \$36,000 and a loss of (\$22,000) during the years ended June 30, 2018 and 2017, respectively, related to the change in trust assets and liabilities. This gain or loss is included in the temporarily restricted net realized and unrealized gains or losses on investments on the consolidated statements of changes in net assets. There were no contributions to irrevocable trusts during the years ended June 30, 2018 and 2017.

Annuities - The Organization administers gift annuities for which it is obligated to make periodic distributions to designated beneficiaries. When contributed assets are initially received, the assets are recorded at fair value as general assets of the Organization, and temporarily restricted contribution revenue is recorded equal to the value of contributed assets received less the annuity liability. The fair value of annuity assets totaled \$1,533,000 and \$1,083,000 as of June 30, 2018 and 2017, respectively. The present values of the payments due to the beneficiaries are recorded as liabilities and totaled \$1,393,000 and \$984,000 as of June 30, 2018 and 2017, respectively. Net present values are calculated based on the expected lives of the beneficiaries and using the applicable federal discount rate at the date of the gift. The annuity liability is revalued annually based upon actuarially computed present values. The segregated funds the Organization maintains exceed the actuarial value of the annuity liability by at least 10% as required by Washington state law. In compliance with Washington state law requirements the Organization has included the consolidating balance sheet as supplementary information on pages 33 and 34.

Gift Loan Agreements - Gift loan agreements represent demand notes with interest rates of 5% that become contributions to the Organization upon the death of the note holder. Gift loan agreement liabilities totaled \$14,000 and \$17,000 at June 30, 2018 and 2017, respectively, and the Organization has set aside sufficient assets to cover these liabilities.

CRISTA MINISTRIES

Notes to Consolidated Financial Statements For the Years Ended June 30, 2018 and 2017

Note 7 - Continued

Perpetual Trust - The Organization is named as one of several beneficiaries of a perpetual trust. Under the terms of the trust, an independent trustee will make annual distributions, in perpetuity, to the Organization based upon the Organization's 3% percent share of the trust assets' fair value. That share totaled \$1,638,000 and \$1,518,000 at June 30, 2018 and 2017, respectively, and is included in permanently restricted net assets. The Organization received distributions totaling \$77,000 and \$71,000 for the years ended June 30, 2018 and 2017, respectively. The distributions are available for general operations. Changes in the value of the underlying assets of \$120,000 and \$110,000 for the years ended June 30, 2018 and 2017, respectively, have been recorded in the accompanying consolidated statements of changes in permanently restricted net assets as net realized and unrealized gains (losses) on investments.

Planned giving program assets were as follows as of June 30:

	(In Thousands)	
	2018	2017
Irrevocable trusts	\$ 816	\$ 828
Annuities	1,533	1,083
Gift loan agreements	14	17
Perpetual trust	1,638	1,518
Total Planned Giving Assets	\$ 4,001	\$ 3,446

Planned giving program liabilities were as follows as of June 30:

	(In Thousands)	
	2018	2017
Irrevocable trusts	\$ 654	\$ 702
Annuities	1,393	984
Gift loan agreements	14	17
Total Planned Giving Liabilities	\$ 2,061	\$ 1,703

Note 8 - Development Loans Receivable

The Organization makes loans under the Micro-enterprise Loan Program (MLP) to assist impoverished persons to become self-reliant, successful entrepreneurs in the country of Bangladesh. The loans are funded by temporarily restricted contributions, and amounts collected on these loans are reinvested in the MLP to fund future loans. The MLP balance is included in the consolidated balance sheets as a part of assets held by field operations.

CRISTA MINISTRIES

Notes to Consolidated Financial Statements
For the Years Ended June 30, 2018 and 2017

Note 8 - Continued

Development loans receivable and the allowance for doubtful accounts were as follows as of June 30:

	(In Thousands)	
	2018	2017
Receivables from individuals in Bangladesh	\$ 4,141	\$ 3,700
Less allowance for doubtful accounts-		
Beginning balance	(335)	(383)
Provision for loan losses	(53)	(64)
Loans written off	73	112
	<u>(315)</u>	<u>(335)</u>
Microloans Receivable, Net	\$ 3,826	\$ 3,365

The following amounts were past due under the MLP as of June 30:

	(In Thousands)	
	2018	2017
Less than two years	\$ 88	\$ 71
Two to five years	35	65
Total Loans Past Due	\$ 123	\$ 136

The average loan size was \$360 and \$269 at June 30, 2018 and 2017, respectively. Maturities on the loans range from two months to two years. Allowances for doubtful accounts are established based on prior collection experience, current economic factors and management's review of individual account balances. Loans under the MLP are written off only when they are deemed to be permanently uncollectible, and interest continues to accrue until the loan balances are paid in full. Assessed impairment of certain loans is included in the allowance for doubtful accounts.

The Organization is subject to certain business risks that could affect net assets. These risks include the geographic concentration in Bangladesh, a developing country, which represents 100% of the total development loans receivable at June 30, 2018 and 2017.

The Organization holds approximately \$1,800,000 in deposits against the loans from the individuals in the MLP. These are returned to the individuals when the loans are repaid, but they are also used to offset losses if the individuals default on their loans. The deposits are reflected as liabilities in the consolidated balance sheets as a part of payables held by field operations.

CRISTA MINISTRIES

Notes to Consolidated Financial Statements For the Years Ended June 30, 2018 and 2017

Note 8 - Continued

A summary of assets held by field operations is as follows for the years ended June 30:

	(In Thousands)	
	2018	2017
Microloans receivable, net	\$ 3,826	\$ 3,365
Other overseas assets	339	170
Assets Held by Field Operations	\$ 4,165	\$ 3,535

Note 9 - Gifts-in-Kind

The Organization receives contributions of clothing, health supplies, and other commodities for use in its various programs and medicines at amounts significantly below fair value. Such gifts are recorded as inventory and revenue at the time received and as a reduction of inventory and as a program services expense when the distributing agency has received the goods. These gifts are recorded at their fair value based on product like-kind analysis and current estimated wholesale prices as available. Gifts-in-kind (GIK) are recorded in accordance with U.S. GAAP and in consideration of Accord GIK Interagency Standards.

The Organization obtains deworming medicine that is distributed to children and adults in Haiti and several countries in Africa and Asia. The Organization purchases this deworming medicine and records such purchases at cost and records any difference between cost and fair value as a contribution, where fees paid are significantly below fair values, per applicable accounting standards.

The Organization obtains market data that it believes is representative of the fair value for the deworming medicine it distributes in multiple relevant international markets. Such industry standards are subject to review and adjustment; therefore, estimates of the fair value of donated medicines may vary in the future.

The Organization only records the value of GIK for which the Organization was the original recipient of the gift, was the end use agency, was involved in partnership with another organization for distribution internationally, or used the GIK in its own programs.

A summary of GIK revenue is as follows for the years ended June 30:

	(In Thousands)	
	2018	2017
Medicines and medical supplies	\$ 15,313	\$ 15,294
Clothing	3	12
Advertising	212	493
Other supplies	119	570
Total Gifts-in-Kind Revenue	\$ 15,647	\$ 16,369

CRISTA MINISTRIES

**Notes to Consolidated Financial Statements
For the Years Ended June 30, 2018 and 2017**

Note 9 - Continued

For the years ended June 30, 2018 and 2017, the Organization distributed approximately 13.9 million and 14.2 million deworming pills, respectively, to children and adults in several countries. Of the total GIK, during the years ended June 30, 2018 and 2017, 95% and 93%, respectively, came from a single source.

Note 10 - Long-Term Obligations

Long-term obligations consisted of the following as of June 30:

	(In Thousands)	
	2018	2017
Tax exempt private placement bonds reissued in October 2015 to refinance prior bonds issued in December 2010, and provide for refurbishment of senior living facilities - interest is fixed at 2.61% per annum. Monthly principal payments totaling \$73,907 to \$97,504 are due through January 1, 2026.	\$ 7,676	\$ 8,549
Tax exempt private placement bonds issued in October 2015 to provide for refurbishment of senior living facilities - interest is fixed at 2.99% per annum. Interest payments are due in monthly installments through October 1, 2030. Monthly principal payments totaling \$48,243 to \$59,271 begin February 1, 2026 through October 1, 2030.	3,000	3,000
Deferred employee benefits	118	73
Obligations for future services	251	256
	11,045	11,878
Less unamortized financing costs	(185)	(207)
Long-term obligations, net	10,860	11,671
Less current portion	(905)	(872)
Total Long-Term Obligations	\$ 9,955	\$ 10,799

Interest expense, including letter of credit fees, was \$339,000 for both years ended June 30, 2018 and 2017.

CRISTA MINISTRIES

Notes to Consolidated Financial Statements For the Years Ended June 30, 2018 and 2017

Note 10 - Continued

In October 2015, the Organization issued through the Washington State Housing Finance Commission (WSHFC) tax exempt Series 2015 bonds in the amount of \$3,000,000. The Organization also reissued through the WSHFC tax exempt Series 2010 bonds in the amount of \$9,999,000 to refinance prior bonds originally issued in December 2010. The \$3,000,000 in Series 2015 bond proceeds is available to the Organization on a cost-reimbursement basis. As of June 30, 2017, the amounts were fully drawn. The tax exempt bonds are secured by land, buildings, and equipment with aggregate net book values of \$12,945,000 and \$13,321,000, at June 30, 2018 and 2017, respectively. The Organization is in compliance with all restrictive covenants.

Principal maturities on long-term obligations are as follows:

For the Year Ending June 30,	<u>(In Thousands)</u>
2019	\$ 905
2020	939
2021	974
2022	1,011
2023	1,049
Thereafter	<u>6,167</u>
Total principal maturities	11,045
Less unamortized financing costs	<u>(185)</u>
Total Long-Term Obligations	<u>\$ 10,860</u>

The Organization has a line-of-credit agreement expiring December 31, 2019, which provides for a total commitment of \$10,000,000. The line-of-credit bears a variable interest rate of the lower of the prime rate or the one month LIBOR rate plus 2.5%. There was no outstanding balance at June 30, 2018 and 2017. The Organization was in compliance with covenants on the line-of-credit agreement during fiscal years 2018 and 2017.

Deferred employee benefits include a reserve for workers' compensation liability (Note 13).

Note 11 - Endowment

The Organization's endowment consists of a number of funds established for a variety of purposes. Its endowment includes both donor-restricted permanent endowment funds and temporarily restricted funds set up to function as endowments but allowing for the possibility of spending of corpus. As required by U.S. GAAP and as disclosed below, net assets associated with endowment funds are classified and reported based on the existence or absence of donor-imposed restrictions.

CRISTA MINISTRIES

**Notes to Consolidated Financial Statements
For the Years Ended June 30, 2018 and 2017**

Note 11 - Continued

The Board of Trustees of the Organization has reviewed the Washington State Prudent Management of Institutional Funds Act (PMIFA) and, having considered its rights and obligations thereunder, has determined that it is desirable to preserve, on a long-term basis, 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. As a result of this determination, the Organization classifies as permanently restricted net assets the original value of gifts to the permanent endowment, the original value of subsequent gifts to the permanent endowment, and accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument. The remaining portion of the donor-restricted endowment fund that is not classified in permanently restricted net assets is classified as temporarily restricted net assets until those amounts are appropriated for expenditure by the Organization in a manner consistent with the standard of prudence prescribed by PMIFA or specific donor instruction.

In accordance with PMIFA, the Organization considers the:

- Duration and preservation of the fund;
- Purposes of the Organization and the donor-restricted endowment fund;
- General economic conditions;
- Possible effect of inflation and deflation;
- Expected total return from income and the appreciation of investments;
- Other resources of the Organization; and
- Investment policies of the Organization.

Endowment net assets consisted of the following as of June 30, 2018:

	(In Thousands)			
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Donor restricted permanent endowments-				
Student financial aid and teacher excellence	\$ (183)	\$ -	\$ 3,305	\$ 3,122
Senior Living resident financial aid			2,112	2,112
Total donor restricted permanent endowments	(183)		5,417	5,234
Temporarily restricted, functioning as endowments-				
General program		969		969
World Concern		6,012		6,012
Schools		1,092		1,092
Christian Veterinary Mission		1,343		1,343
Seattle Urban Academy		561		561
Camps		335		335
Senior Living		42		42
Total temporarily restricted, functioning as endowments		10,354		10,354
Endowment Net Assets, June 30, 2018	\$ (183)	\$ 10,354	\$ 5,417	\$ 15,588

CRISTA MINISTRIES

**Notes to Consolidated Financial Statements
For the Years Ended June 30, 2018 and 2017**

Note 11 - Continued

Endowment net assets consisted of the following as of June 30, 2017:

	(In Thousands)			
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Donor restricted permanent endowments-				
Student financial aid and teacher excellence	\$ (207)	\$ -	\$ 2,893	\$ 2,686
Senior Living resident financial aid			2,112	2,112
Total donor restricted permanent endowments	(207)		5,005	4,798
Temporarily restricted, functioning as endowments-				
General program		949		949
Schools		1,023		1,023
Christian Veterinary Mission		1,361		1,361
Seattle Urban Academy		498		498
Camps		335		335
Senior Living		80		80
Total temporarily restricted, functioning as endowments		4,246		4,246
Endowment Net Assets, June 30, 2017	\$ (207)	\$ 4,246	\$ 5,005	\$ 9,044

Changes to endowment net assets are as follows for the year ended June 30, 2018:

	(In Thousands)			
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Endowment net assets June 30, 2017	\$ (207)	\$ 4,246	\$ 5,005	\$ 9,044
Endowment investment return-				
Interest and dividends		344		344
Realized and unrealized losses		161		161
Total endowment investment return		505		505
Contributions		6,689	412	7,101
Recovery of underwater endowments	24	(24)		
Distributions		(1,062)		(1,062)
Endowment Net Assets, June 30, 2018	\$ (183)	\$ 10,354	\$ 5,417	\$ 15,588

CRISTA MINISTRIES

**Notes to Consolidated Financial Statements
For the Years Ended June 30, 2018 and 2017**

Note 11 - Continued

Changes to endowment net assets are as follows for the year ended June 30, 2017:

	(In Thousands)			Total
	Unrestricted	Temporarily Restricted	Permanently Restricted	
Endowment net assets June 30, 2016	\$ (478)	\$ 3,819	\$ 4,547	\$ 7,888
Endowment investment return-				
Interest and dividends		161		161
Realized and unrealized losses		704		704
Total endowment investment return		865		865
Contributions		52	458	510
Recovery of underwater endowments	271	(271)		
Distributions		(219)		(219)
Endowment Net Assets, June 30, 2017	<u>\$ (207)</u>	<u>\$ 4,246</u>	<u>\$ 5,005</u>	<u>\$ 9,044</u>

From time to time, the fair value of assets associated with individual donor-restricted endowment funds may fall below the level that the donor or U.S. GAAP requires the Organization to retain as a fund of perpetual duration. In accordance with U.S. GAAP, deficiencies of this nature that are reported in unrestricted net assets were \$183,000 and \$207,000 as of June 30, 2018 and 2017, respectively. These deficiencies resulted from unfavorable market fluctuations that occurred after the investment of new permanently restricted contributions and continued appropriation for certain programs that were deemed prudent by the Board of Trustees. Subsequent gains that restore the fair value of the assets of the endowment fund to the required level will be classified as an increase in unrestricted net assets.

The Organization has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to programs supported by its endowment assets. Endowment assets include those assets of donor restricted funds that the Organization must hold in perpetuity or for a donor specified period. Under this policy, as approved by the Board of Trustees, the endowment assets are invested in a manner that is intended to seek an average annual rate of return of 7%, or total return of Consumer Price Index plus 5%, whichever is greater. Actual returns may vary significantly from this objective in any given year.

To satisfy its long-term rate-of-return objectives, the Organization relies on a total return strategy in which investment returns are achieved through capital appreciation, realized and unrealized gains, and current yield such as interest and dividends. The Organization targets a diversified asset allocation to achieve its long-term return objectives within prudent risk constraints.

CRISTA MINISTRIES

Notes to Consolidated Financial Statements For the Years Ended June 30, 2018 and 2017

Note 11 - Continued

The Organization has a policy of appropriating for distribution, absent specific donor instructions, approximately 5% of the market value of endowment assets on an annual basis. In establishing this policy, the Organization considered the long-term expected return on its endowment and its desire to maintain a predictable stream of funding to programs supported by its endowment assets. Accordingly, over the long-term, the Organization expects the current spending policy to allow its endowment to grow at an average 2% annually. This is consistent with the Organization's objective to provide real growth to its endowment through new gifts and investment returns.

During the year ended June 30, 2018, the Organization received a donor-restricted term endowment totaling approximately \$6,600,000. The endowment agreement provides for annual spending from the endowment through December 31, 2026 as long as the corpus balance allows. The annual releases are based on actual expenditures, up to amounts specified in the endowment agreement.

Note 12 - Long-Term Note Receivable

On June 29, 2012, the Organization signed an agreement to lease its Crosspoint Academy building to another entity (the "Lessee"). Crosspoint Academy is a K-12 school located in Bremerton, Washington. The Lessee operates its own Christian school in the Crosspoint building beginning July 1, 2012. The agreement allows for below market rent beginning in July 2012 and includes clauses increasing rent during the term of the lease based on enrollment. The agreement also includes a purchase option that must be exercised in writing no later than sixty days prior to the end of the lease term. During the year ended June 30, 2016, the lease was amended to extend the lease term from June 30, 2016 to August 31, 2016. In the amendment, the Lessee elected to exercise the purchase option to purchase the property for \$2,000,000 less a \$50,000 rent credit, for a net purchase price of \$1,950,000. The Lessee made a down payment of \$250,000 with the remaining amount financed through a promissory note. The note bears interest at 5% per annum. Annual installment payments of not less than \$150,000 per year began September 1, 2017, and will continue through September 1, 2021, at which time installment payments of not less than \$200,000 will begin and continue until the note is paid in full.

Note 13 - Commitments and Contingencies

Leases - The Organization is obligated under various operating leases for office equipment, office and radio tower space. Lease expense for the years ended June 30, 2018 and 2017, was \$570,000 and \$805,000, respectively. Future minimum lease payments for operating leases that have initial or remaining noncancelable lease terms in excess of one year are as follows:

For the Year Ending June 30,	(In Thousands)
2019	\$ 695
2020	656
2021	637
2022	438
2023	191
Thereafter	912
Total Future Minimum Lease Payments	\$ 3,529

CRISTA MINISTRIES

Notes to Consolidated Financial Statements For the Years Ended June 30, 2018 and 2017

Note 13 - Continued

Employee Retirement Benefits - The Organization offers a Section 403(b) savings plan to eligible employees. Employees may contribute amounts from their salaries to the plan up to the limits specified by the Internal Revenue Service. The Organization may contribute 3% of the employee's earnings annually to each eligible employee's account on a discretionary basis. This discretionary contribution has been suspended for calendar year 2018. The Organization matches up to 4% additional contributions to an eligible employee's account based upon years of service to the Organization. Employer provided funds are vested to the employee at 20% per year until fully vested after five years. Total employer contributions expensed during the years ended June 30, 2018 and 2017, were \$1,176,000 and \$1,604,000, respectively.

Other Employee Benefits - The Organization offers employees an option to participate in a self-insured health plan. The Organization also maintains a self-insured workers' compensation plan. Claims under these plans are self-insured with stop-loss umbrella policies in place to limit maximum potential liability for both individual claims and total claims for a plan year. Claims are paid as they are submitted to the plan administrators. The Organization maintains an accrual for claims that have been incurred but not yet reported (IBNR) to the plan administrators. The IBNR reserve is based on the historical lag period and current payment trends of health insurance claims (generally 2-3 months) and workers compensation claims (generally 1 - 3 years). The IBNR reserve for health care is based on the historical claims as computed by the insurance broker's actuaries (generally 15 months), less payments made, and is included in accounts payable and accrued expenses on the consolidated balance sheets. The IBNR totaled \$532,000 and \$643,000 as of June 30, 2018 and 2017, respectively. The liability for the workers' compensation benefit claims due in less than one year totaled \$118,000 and \$73,000 as of June 30, 2018 and 2017, respectively, and are recorded in accounts payable and accrued expenses. The liability for claims greater than one year are recorded in long-term obligations (Note 10) in the accompanying consolidated balance sheets and totaled \$118,000 and \$73,000 as of June 30, 2018 and 2017, respectively.

Contingencies - Amounts received under federal grant programs are subject to audit and adjustment by the granting agency. Any adjusted amounts, including funds already received, may constitute a liability of the Organization. Management believes adjustments required, if any, as a result of audits will not have a material effect on the Organization's financial position or results of activities.

In the normal course of business, the Organization has various claims in process, matters in litigation, and other contingencies. In management's opinion, the outcome from these matters will not materially impact the Organization's financial position or results of activities.

Note 14 - Subsequent Events

On August 21, 2018, the Organization entered into an agreement to purchase a property located in Renton, Washington. The purchase price is \$3,600,000, and the purchase is expected to be finalized in November 2018.

Subsequent to year end, the Organization signed a memorandum of understanding with a not-for-profit organization. Under the terms of the agreement, the activities of the not-for-profit organization will become the Organization's eighth ministry. The transaction is expected to be finalized in December 2018.

SUPPLEMENTARY INFORMATION

CRISTA MINISTRIES

**Consolidated Schedule of Functional Expenses
For the Year Ended June 30, 2018
(In Thousands)**

	Program Services	Fundraising	Management and General	Total
Salaries	\$ 43,238	\$ 3,484	\$ 2,611	\$ 49,333
Payroll taxes	3,627	313	177	4,117
Employee benefits	6,813	423	312	7,548
Professional services	1,628	1,807	472	3,907
Advertising and promotion	1,242	706		1,948
Office expenses	1,534	483	107	2,124
Information technology	583	205	143	931
Occupancy	4,455	9	108	4,572
Travel	1,671	300	102	2,073
Conferences and training	432	16	107	555
Interest	339			339
Depreciation and amortization	6,479	114	21	6,614
Insurance	1,458	2	120	1,580
Dues and fees	675	4	54	733
Purchased services	2,782	75		2,857
Taxes	229			229
Grants	73			73
Program supplies	28,041	806	34	28,881
Other	112		358	470
Total Expenses	\$ 105,411	\$ 8,747	\$ 4,726	\$ 118,884

See independent auditor's report.

CRISTA MINISTRIES

**Consolidated Schedule of Functional Expenses
For the Year Ended June 30, 2017
(In Thousands)**

	Program Services	Fundraising	Management and General	Total
Salaries	\$ 39,922	\$ 3,004	\$ 2,477	\$ 45,403
Payroll taxes	3,158	248	183	3,589
Employee benefits	7,102	414	245	7,761
Professional services	1,334	1,796	428	3,558
Advertising and promotion	1,389	584		1,973
Office expenses	1,440	470	149	2,059
Information technology	570	261	154	985
Occupancy	4,442	11	93	4,546
Travel	1,645	213	96	1,954
Conferences and training	573	15	131	719
Interest	339			339
Depreciation and amortization	5,739	31	15	5,785
Insurance	1,465	1	104	1,570
Dues and fees	734	3	53	790
Purchased services	3,596	(50)	154	3,700
Taxes	(101)		6	(95)
Grants	87			87
Program supplies	28,519	696	28	29,243
Other	98		266	364
Total Expenses	\$ 102,051	\$ 7,697	\$ 4,582	\$ 114,330

See independent auditor's report.

CRISTA MINISTRIES

**Consolidating Balance Sheet
June 30, 2018
(In Thousands)**

	CRISTA Ministries (Certificate Holder)	CRISTA Ministries Canada	World Concern Development Organization	Eliminating Entries	Total
Assets					
Current Assets:					
Cash and cash equivalents-					
Available for current ministries	\$ 6,275	\$ 244	\$ 47	\$ -	\$ 6,566
Held for donor restricted ministry purposes	6,909	39			6,948
Held by field operations	2,051				2,051
Total cash and cash equivalents	15,235	283	47		15,565
Grants receivable	248		964	(964)	248
Pledges receivable, current portion	876	33			909
Trade receivables, net	4,206				4,206
Note receivable, current portion	123				123
Short-term investments	393				393
Prepaid expenses and supplies	948				948
Total Current Assets	22,029	316	1,011	(964)	22,392
Long-term investments-					
Available for current ministries	21,407				21,407
Endowment accounts	15,589				15,589
Other investments	366				366
Total long-term investments	37,362				37,362
Long-term pledges receivable, net	862				862
Planned giving program assets	4,001				4,001
Property and equipment used in ministries, net	70,262				70,262
Assets held by field operations	4,165				4,165
Long-term note receivable, net	1,567				1,567
Radio licenses, net	6,218				6,218
Total Assets	\$ 146,466	\$ 316	\$ 1,011	\$ (964)	\$ 146,829

See independent auditor's report.

CRISTA MINISTRIES

**Consolidating Balance Sheet
June 30, 2018
(In Thousands)**

	CRISTA Ministries (Certificate Holder)	CRISTA Ministries Canada	World Concern Development Organization	Eliminating Entries	Total
Liabilities and Net Assets					
Current Liabilities:					
Accounts payable and accrued expenses	\$ 8,973	\$ 98	\$ -	\$ (964)	\$ 8,107
Accounts payable held in field offices	2,453				2,453
Deferred revenue	1,921				1,921
Current portion of long-term obligations	905				905
Total Current Liabilities	14,252	98		(964)	13,386
Long-term obligations, net	9,955				9,955
Refundable entry fees	6,614				6,614
Nonrefundable entry fees	5,856				5,856
Deposits and deferred rent	344				344
Planned giving program obligations	2,061				2,061
Total Liabilities	39,082	98		(964)	38,216
Net Assets:					
Unrestricted-					
General	11,761	180	996		12,937
Represented by property, equipment and intangibles owned by the Organization	67,370				67,370
Total unrestricted assets	79,131	180	996		80,307
Temporarily restricted-					
Restricted for program activities	10,269	38	15		10,322
Restricted for capital acquisitions	413				413
The Organization's portion of irrevocable trust agreements	162				162
Restricted for endowment funds	10,354				10,354
Total temporarily restricted assets	21,198	38	15		21,251
Permanently restricted-					
Endowments for student financial aid and teacher excellence	3,305				3,305
Endowment for senior living resident financial aid	2,112				2,112
Perpetual trust	1,638				1,638
Total permanently restricted assets	7,055				7,055
Total Net Assets	107,384	218	1,011		108,613
Total Liabilities and Net Assets	\$ 146,466	\$ 316	\$ 1,011	\$ (964)	\$ 146,829

See independent auditor's report.