PRECEPT MINISTRIES OF REACH OUT, INC.

Chattanooga, Tennessee

FINANCIAL STATEMENTS AND SUPPLEMENTAL DATA

Years Ended December 31, 2016 and 2015

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INDEPENDENT AUDITORS' REPORT

To the Board of Directors of Precept Ministries of Reach Out, Inc.

We have audited the accompanying financial statements of Precept Ministries of Reach Out, Inc. (a nonprofit organization) which comprise the statements of financial position as of December 31, 2016 and 2015, and the related statements of activities and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinions

In our opinion, the financial statements referred to in the first paragraph present fairly, in all material respects, the financial position of Precept Ministries of Reach Out, Inc. as of December 31, 2016 and 2015, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Other Matter

Our audits were conducted for the purpose of forming an opinion on the financial statements as a whole. The schedules of functional expenses on pages 16 and 17 are presented for purposes of additional analysis and are 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 audit 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 financial statements as a whole.

Johnson, Nieky & Meuchem, P.C.

March 30, 2017

Chattanooga, Tennessee

PRECEPT MINISTRIES OF REACH OUT, INC. STATEMENTS OF FINANCIAL POSITION DECEMBER 31, 2016 AND 2015

ASSETS

		2016	 2015
CURRENT ASSETS			
Cash and cash equivalents	\$	6,019,101	\$ 7,945,437
Accounts receivable		13,157	6,948
Inventories		174,406	202,262
Investments		257,863	252,478
Other		159,002	 88,432
Total current assets		6,623,529	 8,495,557
PROPERTY AND EQUIPMENT, at cost		10,330,793	10,213,995
Less accumulated depreciation		8,317,843	 8,090,315
		2,012,950	 2,123,680
OTHER ASSETS			
Cash surrender value of life insurance		63,549	 60,224
		63,549	 60,224
	<u>\$</u>	8,700,028	\$ 10,679,461

LIABILITIES AND NET ASSETS

	2016	2015
CURRENT LIABILITIES		
Accounts payable	\$ 265,577	\$ 266,582
Accrued payroll, withholdings and accruals	83,859	87,356
Deferred revenue	14,000	-
Other	75,054	144,040
Total current liabilities	438,490	497,978
NET ASSETS Unrestricted Restricted	8,116,318 145,220	10,163,573 17,910
	8,261,538	10,181,483
	\$ 8,700,028	\$ 10,679,461

PRECEPT MINISTRIES OF REACH OUT, INC. STATEMENT OF ACTIVITIES YEAR ENDED DECEMBER 31, 2016

	Unrestricted	Temporarily Restricted	Total
SALES	\$ 4,440,319	\$ -	\$ 4,440,319
COST OF SALES	1,104,864		1,104,864
Gross profit	3,335,455	-	3,335,455
SUPPORT, OTHER REVENUE AND			
RECLASSIFICATIONS			
Workshops and conferences	527,510	-	527,510
Contributions	6,437,594	972,648	7,410,242
Royalties	163,236	-	163,236
Investment income	36,878	-	36,878
Other	241,469	-	241,469
Net assets released from restriction	845,338	(845,338)	
Net sales, support, other revenue,			
and reclassifications	11,587,480	127,310	11,714,790
EXPENSES			
Program services	9,753,226	-	9,753,226
General and administrative	2,123,530	-	2,123,530
Fund-raising	1,757,979		1,757,979
	13,634,735		13,634,735
INCREASE (DECREASE) IN NET ASSETS	(2,047,255)	127,310	(1,919,945)
NET ASSETS			
Beginning	10,163,573	17,910	10,181,483
Ending	¢ 0.447.240	¢ 145 22 0	\$ 0.071.520
Ending	\$ 8,116,318	\$ 145,220	\$ 8,261,538

PRECEPT MINISTRIES OF REACH OUT, INC. STATEMENT OF ACTIVITIES YEAR ENDED DECEMBER 31, 2015

	Unrestricted		Temporarily Restricted		Total
SALES	\$	4,833,618	\$ -	\$	4,833,618
COST OF SALES		1,160,559			1,160,559
Gross profit		3,673,059	-		3,673,059
SUPPORT, OTHER REVENUE AND					
RECLASSIFICATIONS					
Workshops and conferences		604,293	-		604,293
Contributions		7,576,769	591,474		8,168,243
Royalties		157,052	-		157,052
Investment income		19,592	-		19,592
Other		245,700	-		245,700
Net assets released from restriction		672,433	(672,433)		
Net sales, support, other revenue,					
and reclassifications		12,948,898	(80,959)		12,867,939
EXPENSES					
Program services		9,306,984	-		9,306,984
General and administrative		2,245,552	-		2,245,552
Fund-raising		2,298,653			2,298,653
		13,851,189			13,851,189
OTHER					
Loss on asset impairment		(202,795)		_	(202,795)
DECREASE IN NET ASSETS		(1,105,086)	(80,959)		(1,186,045)
NET ASSETS					
Beginning		11,268,659	98,869		11,367,528
Ending	\$	10,163,573	\$ 17,910	\$	10,181,483

PRECEPT MINISTRIES OF REACH OUT, INC. STATEMENTS OF CASH FLOWS YEARS ENDED DECEMBER 31, 2016 AND 2015

		2016	2015
CASH FLOWS FROM OPERATING ACTIVITIES			
Decrease in net assets	\$	(1,919,945) \$	(1,186,045)
Adjustments to reconcile decrease in net asset to cash			
used by operating activities			
Depreciation		272,313	322,503
Loss on disposal of property and equipment		4,930	-
Loss on asset impairment		-	202,795
Investments donated		(467,368)	(428,878)
Loss on investments		684	1,541
Net (increase) decrease in operating assets			
Accounts receivable		(6,209)	16,781
Inventories		27,856	48,491
Other		(73,895)	69,736
Net increase (decrease) in operating liabilities		,	
Accounts payable		(1,005)	(255,616)
Accrued payroll, withholdings and accruals		(3,497)	(119,669)
Deferred revenue		14,000	-
Other		(68,986)	80,806
Net cash used by operating activities		(2,221,122)	(1,247,555)
CASH FLOWS FROM INVESTING ACTIVITIES			
Purchase of property and equipment		(166,512)	(114,000)
Proceeds from sale of investments		461,298	420,365
Net cash provided by investing activities	_	294,786	306,365
NET DECREASE IN CASH AND CASH EQUIVALENTS		(1,926,336)	(941,190)
Beginning		7,945,437	8,886,627
Ending	\$	6,019,101 \$	7,945,437

(1) SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Operations

The Organization operates under the name of Precept Ministries International and conducts Bible study conferences and tours, trains individuals to conduct Bible studies, and produces and sells Bible study materials. The Organization grants credit to customers throughout the United States.

Organization

The Organization is a not-for-profit corporation exempt from federal income tax under the provisions of Section 501(c)(3) of the Internal Revenue Code.

Accounting

The financial statements of Precept Ministries of Reach Out, Inc. have been prepared on the accrual basis of accounting and accordingly reflect all significant receivables, payables, and other liabilities.

Estimates

Management uses estimates and assumptions in preparing these financial statements in accordance with accounting principles generally accepted in the United States of America. Those estimates and assumptions affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities, and the reported support, revenues and expenses. Actual results could vary from the estimates that were used.

Basis of presentation

The Organization reports information regarding its financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets. At December 31, 2016 and 2015, the Organization had no permanently restricted net assets.

Accounts receivable

In connection with the sale of its Bible study materials, the Organization grants credit to individuals, churches, and other organizations only on a limited basis at the discretion of management. Receivables are recorded at sales price when items are shipped. The Organization uses the direct write-off method to determine uncollectible accounts receivable. Individual accounts are written off only when they are determined to be uncollectible.

Property, equipment and depreciation

The Organization capitalizes significant purchases of property and equipment, including computers and related software, which are recorded at cost. Depreciation is provided over the estimated useful lives of individual assets using either the straight-line or an accelerated method. Depreciation expense of \$272,313 and \$322,503 was charged to operations for the years ended December 31, 2016 and 2015, respectively.

Inventories

Inventories are stated at the lower of cost (first-in, first-out basis) or market.

Cash equivalents

For purposes of these financial statements, the Organization considers all highly liquid debt instruments with an original maturity of three months or less to be cash equivalents.

(1) SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Donated assets

Donated property, investments, and other noncash donations are recorded as contributions at their estimated fair values at the date of donation.

Advertising costs

Advertising costs consist primarily of brochures and other promotional materials, which are expensed as incurred. For the years ended December 31, 2016 and 2015, respectively, advertising costs were \$31,399 and \$54,950.

Uncertain tax positions

The Organization follows the requirements of professional literature in accounting for uncertain tax positions. Under this guidance, an Organization must recognize the tax benefit from an uncertain tax position only if it is more likely than not that the tax position will be sustained on examination with taxing authorities. The Organization does not believe there are any material uncertain tax positions and, accordingly, it will not recognize any liability for uncertain tax positions. For the year ended December 31, 2016, there were no interest or penalties recorded or included in its financial statements. The federal information returns for the years of 2013 and beyond remain subject to examination.

(2) INVENTORIES

Inventories consist primarily of finished goods, including Precept materials, published books, CDs and DVDs, and other miscellaneous items for resale.

(3) INVESTMENTS

Investments are recorded at fair market value and consist of the following:

	2016	2015
Equities Other – annuity trust		1,750 \$ 246,625 6,113 5,853
	\$ 25	7,863 \$ 252,478
Investment income is as follows:		
Interest and dividends Realized gains (losses)	\$ 3	7,562 \$ 21,133 (684) (1,541)
	\$ 30	6,878 \$ 19,592

In addition to these investments, approximately 54% of the Organization's cash reserves at December 31, 2016, are maintained in a pooled fund of certificates of deposit at seventeen separate financial institutions. This pooled CD fund is managed by one financial advisory firm.

(4) FAIR VALUE MEASUREMENTS

Current accounting guidelines establish 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 and for identical assets or liabilities (level 1 measurements) and the lowest priority to unobservable inputs (level 3 measurements). The three levels of the fair value hierarchy are described as follows:

Level 1

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

Level 2

Inputs to the valuation methodology include (1) quoted prices for similar assets or liabilities in active markets; (2) quoted prices for identical or similar assets or liabilities in inactive markets; (3) inputs other than quoted market prices that are observable for the asset or liability; (4) inputs that are derived principally from or corroborated by observable market data by correlation or other means. If the asset or liability has a specified (contractual) term, the level 2 input must be observable for substantially the full term of the asset or liability.

Level 3

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

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

Following is a description of the valuation methodologies used for assets at fair value:

Market approach – Uses prices and other relevant information generated by market transactions involving identical or comparable assets or liabilities. Prices may be indicated by pricing guides, sale transactions, market trades, or other sources;

Cost approach – Based on the amount that currently would be required to replace the service capacity of an asset (replacement cost); and

Income approach – Uses valuation techniques to convert future amounts to a single present amount based on current market expectations about the future amounts (includes present value techniques, and option-pricing models). Net present value is an income approach where a stream of expected cash flows is discounted at an appropriate market interest rate.

Assets itemized below were measured at fair value during the year ended December 31, 2016, using the market approach.

(4) FAIR VALUE MEASUREMENTS (continued)

The preceding methods may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, although the Organization believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies and assumptions to determine fair value of certain instruments could result in different fair value measurement at the reporting date.

As required by fair value measurement guidelines, at December 31, 2016, the Organization's investment portfolio was classified as follows, based on fair values:

		Level 1	Lev	vel 2 Lev	vel 3	Fa	air Value
Equities Annuity trust	\$	251,750 6,113	\$	- \$ 	- 	\$ —	251,750 6,113
	<u>\$</u>	257,863	\$	<u> </u>	_	\$	257,863

(5) PROPERTY AND EQUIPMENT

A summary of property and equipment is as follows:

	 2016	 2015
Land and land improvements	\$ 538,786	\$ 505,431
Buildings and improvements	6,252,702	6,225,730
Data processing equipment and software	874,670	818,198
Audio and video equipment	2,230,686	2,230,686
Furniture and equipment	 433,949	 433,950
	\$ 10,330,793	\$ 10,213,995

(6) LIABILITY FOR SELF-INSURANCE

The Organization sponsors an employee comprehensive health and life insurance plan. The plan is administered by a third party under the terms of the plan. Included in other current liabilities at December 31, 2016 and 2015, is \$68,941 and \$138,187 respectively, which is management's estimate of unprocessed claims.

Because of inherent uncertainties in estimating health insurance claims, it is at least reasonably possible that the estimate used will change within the near term. However, the maximum unrecorded liability at December 31, 2016 and 2015, based upon the Organization's excess liability policies, is \$35,000 per covered individual, with a maximum aggregate liability of approximately \$919,000 and \$1,274,000, respectively.

(7) NET ASSETS

Temporarily restricted net assets consist of contributions restricted by the donor for specific purposes. Such contributions are reported as temporarily restricted net assets and are reclassified to unrestricted net assets when the restrictions have been satisfied. Temporarily restricted net assets are available to be used for the following:

	-	2016	2015		
International work	4	145,220	\$	17,910	

(8) COMPENSATED ABSENCES

Vacation leave

Employees earn ten days annually after one year of service plus one day a year for each additional year of service, to a maximum of 20 days a year of non-cumulative, compensated vacation which is non-vesting.

Sick leave

Employees earn one day of cumulative, non-vesting sick leave for each month of service. Each full-time employee may accumulate a maximum of 20 days.

The Organization's obligation for these employee benefits is not susceptible to a reasonable estimate and therefore is not reflected in the financial statements.

(9) DEFINED CONTRIBUTION PLAN

The Organization has adopted a 403(b) contribution plan. Employees working 20 hours or more per week may elect to contribute a percentage of their salary on a pre-tax or Roth basis. The Organization matches contributions equal to a dollar for dollar match of the first 5% of deferral contributions. Expenses under the above-described plan totaled \$154,172 and \$152,152 for the years ended December 31, 2016 and 2015, respectively.

(10) LOSS ON ASSET IMPAIRMENT

During the year ended December 31, 2015, the Organization recorded a loss on asset impairment in the amount of \$202,795, related to development costs capitalized in a prior year for a bible study application. After evaluating the asset for impairment, the Organization deemed the application to not have future economic value. The Organization has also expensed an additional \$118,800 of development costs that were incurred in the 2015 fiscal year. These additional costs are included in the Organization's functional expenses in the accompanying financial statements.

(11) PROMOTIONAL AND FUND-RAISING EXPENSES

The Organization produces correspondence and newsletters that are mailed monthly to individuals requesting to receive them. These materials are intended to minister to those receiving them by discussing a topic on a personal level including references to Scripture. Particular financial needs are highlighted that are needed to further the ministry's efforts discussed in the newsletters. In accordance with generally accepted accounting principles, the total cost of producing and mailing these materials is considered fund-raising expense.

Other donor development expense and all expenses associated with stewardship development are also recorded as fund-raising expense.

(12) CONCENTRATION OF CREDIT RISK

At December 31, 2016, the Organization had cash and cash equivalents on deposit at a financial institution with an uninsured balance of approximately \$511,500.

(13) LIFE ESTATE

During the year ended December 31, 2010, the Organization created a life estate for the benefit of the founding officers of the Organization. Under this agreement, the officers are given the exclusive right to live in, use and enjoy certain residential property located on the grounds of the Organization for the remainder of their lives. At that time, the property reverts back to unconditional use of the Organization. Included in property and equipment is \$25,124 net book value related to this residence.

(14) OPERATING RESERVE

Board policy requires that the Organization maintain a specific operating reserve. The mandate is a 90 day supply of cash on hand to meet operating expenses. The amount available is total cash less capital expenditures and restricted cash. For the year ended December 31, 2016, the Organization is in compliance with this policy.

(15) RECLASSIFICATIONS

Certain accounts in the prior year financial statements have been reclassified for comparative purposes to conform with the presentation in the current year financial statements.

(16) SUBSEQUENT EVENTS

Management has evaluated subsequent events through March 30, 2017, the date which these financial statements were available for issue.

SUPPLEMENTAL DATA

PRECEPT MINISTRIES OF REACH OUT, INC. SCHEDULE OF FUNCTIONAL EXPENSES YEAR ENDED DECEMBER 31, 2016

	 Program Services	General and Administrative		Fu	Fund-raising		Total
Development	\$ 46,215	\$	1,799	\$	3,429	\$	51,443
Depreciation	175,576		90,034		6,703		272,313
Event facilities	234,282		-		1,014		235,296
Insurance	-		158,348		-		158,348
International support and start-up	2,289,278		-		-		2,289,278
Miscellaneous	28,627		12,610		12,675		53,912
Operating and program supplies	288,127		39,187		58,091		385,405
Outside services and							
professional fees	1,160,429		181,583		532,361		1,874,373
Postage and shipping	193,791		319		134,351		328,461
Printing and reproduction	397,708		7,308		163,188		568,204
Production cost and air time	91,346		-		-		91,346
Rental fees	25,332		16,618		-		41,950
Repairs, maintenance							
and repair supplies	157,018		7,404		-		164,422
Salaries and benefits	3,922,641		1,509,893		736,316		6,168,850
Taxes and licenses	1		17,804		4,004		21,809
Telephone	61,404		5,033		8,655		75,092
Utilities	187,768		-		-		187,768
Travel	 493,683		75,590		97,192		666,465
	\$ 9,753,226	\$	2,123,530	\$	1,757,979	\$	13,634,735

PRECEPT MINISTRIES OF REACH OUT, INC. SCHEDULE OF FUNCTIONAL EXPENSES YEAR ENDED DECEMBER 31, 2015

	 Program Services		General and Administrative		Fund-raising		Total
Development	\$ 57,463	\$	8,682	\$	68	\$	66,213
Depreciation	207,403		99,327		15,773		322,503
Event facilities	228,385		-		87		228,472
Insurance	3,111		166,691		623		170,425
International support and start-up	2,040,947		-		-		2,040,947
Miscellaneous	26,947		5,860		499		33,306
Operating and program supplies	245,996		73,551		37,943		357,490
Outside services and							
professional fees	1,109,975		294,419		1,351,621		2,756,015
Postage and shipping	211,138		15,519		143,357		370,014
Printing and reproduction	292,538		5,392		163,572		461,502
Production cost and air time	126,376		-		-		126,376
Rental fees	22,160		16,217		-		38,377
Repairs, maintenance							
and repair supplies	35,907		3,723		-		39,630
Salaries and benefits	3,985,500		1,454,479		534,713		5,974,692
Taxes and licenses	16		18,554		4,037		22,607
Telephone	41,193		850		6,366		48,409
Utilities	162,140		-		-		162,140
Travel	 509,789		82,288		39,994		632,071
	\$ 9,306,984	\$	2,245,552	\$	2,298,653	\$	13,851,189