

CONSOLIDATED FINANCIAL STATEMENTS
With Independent Auditors' Report

December 31, 2013 and 2012



#### **Table of Contents**

	Page
Independent Auditors' Report	1
Consolidated Financial Statements	
Consolidated Statements of Financial Position	3
Consolidated Statements of Activities	4
Consolidated Statements of Cash Flows	6
Notes to Consolidated Financial Statements	7
Supplemental Information	
Independent Auditors' Report on Supplemental Information	32
Statements of Financial Position by Fund	33
Statements of Activities by Fund	34

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#### INDEPENDENT AUDITORS' REPORT

Board of Trustees World Radio Missionary Fellowship, Inc. d.b.a. Reach Beyond Colorado Springs, Colorado

We have audited the accompanying consolidated financial statements of World Radio Missionary Fellowship, Inc. d.b.a. Reach Beyond (Reach Beyond), which comprise the consolidated statements of financial position as of December 31, 2013 and 2012, and the related consolidated statements of activities and cash flows for the years then ended, and the related notes to the consolidated financial statements.

#### Management's Responsibility for the Consolidated Financial Statements

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

#### Auditors' Responsibility

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

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

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

Board of Trustees World Radio Missionary Fellowship, Inc. d.b.a. Reach Beyond Colorado Springs, Colorado

#### **Opinion**

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the consolidated financial position of World Radio Missionary Fellowship, Inc. d.b.a. Reach Beyond as of December 31, 2013 and 2012, and the changes in their net assets and cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

#### Correction of Error

As described in Note 21 to the consolidated financial statements, certain errors resulting in overstatement of amounts previously reported for accounts payable, accrued expenses, and expenses as of and for the year ended December 31, 2012, were discovered by management of Reach Beyond during the current year. Accordingly, amounts reported for accounts payable, accrued expenses, and expenses from discontinued operations have been restated in the 2012 consolidated financial statements now presented, and an adjustment has been made to net assets as of December 31, 2011, to correct the error. Our opinion is not modified with respect to that matter.

Colorado Springs, Colorado

Capin Crouse LLP

June 13, 2014

#### **Consolidated Statements of Financial Position**

	December 31,				
		2013		2012	
ASSETS:					
Cash and cash equivalents	\$	3,409,474	\$	4,116,123	
Investments	Ψ	11,732,169	Ψ	9,266,554	
Accounts receivable—net		825,886		415,651	
Inventory		635,506		718,894	
Prepayments and other assets		331,075		237,961	
Assets held for sale		10,664,165		11,025,745	
Notes receivable		8,412,250		8,412,250	
Property and equipment–net:		3,112,20		0,112,200	
United States		859,566		765,967	
Other countries		801,982		908,095	
Assets under gift annuity and trust agreements		5,611,282		5,508,206	
Total Assets	\$	43,283,355	\$	41,375,446	
LIABILITIES AND NET ASSETS:					
Liabilities:					
Accounts payable and accrued expenses	\$	1,330,291	\$	929,054	
Contingent liability		786,850		786,850	
Liabilities associated with assets held for sale		5,921,570		6,079,198	
Deferred compensation benefits		469,164		852,351	
Deferred gain on sale of assets		7,275,785		4,105,000	
Liabilities under gift annuity and trust agreements		4,219,530		4,865,594	
		20,003,190		17,618,047	
Net assets:					
Unrestricted:					
Designated-education fund		-		55,119	
Designated-annuity reserves		1,359,283		496,195	
Equity in property and equipment		1,661,548		1,674,062	
Operating		14,312,255		15,036,030	
		17,333,086		17,261,406	
Temporarily restricted:					
Projects		2,521,460		2,696,745	
Missionary support		3,393,150		3,652,831	
Irrevocable charitable trusts		32,469		146,417	
		5,947,079		6,495,993	
		23,280,165		23,757,399	
Total Liabilities and Net Assets	\$	43,283,355	\$	41,375,446	

#### **Consolidated Statements of Activities**

	Year Ended December 31,												
		2013						2012					
		Temporarily				Temporarily							
	Unre	estricted		Restricted		Total	U	nrestricted		Restricted		Total	
PUBLIC SUPPORT AND REVENUE:													
Public support:													
Contributions	\$	2,864,085	\$	10,699,679	\$	13,563,764	\$	1,836,803	\$	12,706,459	\$	14,543,262	
Donated goods and services		1,365,632		-		1,365,632		1,621,595		-		1,621,595	
		4,229,717		10,699,679		14,929,396		3,458,398		12,706,459		16,164,857	
Revenue:	<del>.</del>												
Hospital and medical service income		1,241,744		-		1,241,744		1,012,148		-		1,012,148	
Investment income		371,148		-		371,148		230,186		-		230,186	
Radio broadcast fees		237,516		-		237,516		291,162		-		291,162	
Change in value of annuities and trusts		833,280		(113,948)		719,332		(798,939)		4,150		(794,789)	
Gain on sale of assets		38,150		-		38,150		32,418		-		32,418	
Other income		732,183		-		732,183		647,267		-		647,267	
		3,454,021		(113,948)		3,340,073		1,414,242		4,150		1,418,392	
Total Public Support and Revenue		7,683,738		10,585,731		18,269,469		4,872,640		12,710,609		17,583,249	
NET ASSETS RELEASED:													
Purpose restrictions	1	10,614,471		(10,614,471)		-		10,216,627		(10,216,627)		-	
Administrative assessments		520,174		(520,174)		-		579,678		(579,678)		-	
Total Net Assets Released		11,134,645		(11,134,645)				10,796,305		(10,796,305)		_	
EXPENSES:													
Program services:													
Media		7,499,485		-		7,499,485		7,646,835		_		7,646,835	
Healthcare		2,510,647		-		2,510,647		3,222,816		-		3,222,816	
Leadership development		1,801,746		-		1,801,746		1,857,232		-		1,857,232	
Missions awareness		1,819,725		-		1,819,725		1,492,915		-		1,492,915	
		13,631,603		_		13,631,603		14,219,798		-		14,219,798	
							_				_		

(continued)

#### **Consolidated Statements of Activities**

(continued)

			Year Ended D	December 31,			
		2013		2012			
		Temporarily	,	Temporarily			
	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total	
EXPENSES, continued:							
Supporting activities:							
General and administrative	3,568,228	-	3,568,228	3,047,319	_	3,047,319	
Fund-raising	786,231	-	786,231	736,309	-	736,309	
ū	4,354,459	-	4,354,459	3,783,628	-	3,783,628	
Total Expenses	17,986,062	<u> </u>	17,986,062	18,003,426	<u>-</u>	18,003,426	
Change in Net Assets From Continuing Operations	832,321	(548,914)	283,407	(2,334,481)	1,914,304	(420,177)	
Net Gain (Loss) on Discontinued Operations	(760,641)	<u> </u>	(760,641)	850,871	<u>-</u>	850,871	
Change in Net Assets	71,680	(548,914)	(477,234)	(1,483,610)	1,914,304	430,694	
Net Assets, Beginning of Year, as Previously Stated	17,261,406	6,495,993	23,757,399	18,306,648	4,581,689	22,888,337	
Prior Period Adjustment			<u>-</u>	438,368	_	438,368	
Net Assets, Beginning of Year, as Restated	17,261,406	6,495,993	23,757,399	18,745,016	4,581,689	23,326,705	
Net Assets, End of Year	\$ 17,333,086	\$ 5,947,079	\$ 23,280,165	\$ 17,261,406	\$ 6,495,993	\$ 23,757,399	

#### **Consolidated Statements of Cash Flows**

	Year Ended D			December 31,		
		2013		2012		
		_	<u> </u>	_		
CASH FLOWS FROM OPERATING ACTIVITIES:						
Change in net assets	\$	(477,234)	\$	430,694		
Adjustments to reconcile change in net assets to						
net cash provided (used) by operating activities:						
Depreciation		278,122		835,462		
Net realized and unrealized gains on sales of investments		(263,121)		(150,282)		
Donated securities		-		(58,248)		
Reinvested dividends		(108,027)		(125,258)		
Gain on sale of assets		(38,150)		(32,418)		
Gift portion of annuities and trusts		(29,808)		(16,671)		
Change in value of annuities and trusts		(719,332)		794,789		
Changes in operating assets and liabilities:						
Accounts receivable		(410,235)		(1,962,146)		
Inventory		83,388		40,606		
Prepayments and other assets		(93,114)		(84,401)		
Assets held for sale		361,580		_		
Accounts payable and accrued expenses		401,237		704,364		
Liabilities associated with assets held for sale		(157,628)		_		
Deferred compensation benefits		(383,187)		371,478		
Deferred gain on sale of assets		-		(71,783)		
Net Cash Provided (Used) by Operating Activities		(1,555,509)		676,186		
CASH FLOWS FROM INVESTING ACTIVITIES:						
Deposits made on assets held for sale		3,170,785		_		
Purchases of property and equipment		(266,077)		(296,589)		
Proceeds from sales of property and equipment		38,619		10,714		
Purchases of investments		(3,375,342)		(6,613,610)		
Proceeds from sales of investments		1,280,875		5,712,255		
Change in assets under gift annuity and trust agreements		(103,076)		138,388		
Net Cash Provided (Used) by Investing Activities		745,784		(1,048,842)		
CASH FLOWS FROM FINANCING ACTIVITIES:						
Annuity and trust payments		(711,676)		(606,700)		
Investment income from trust and annuity assets		764,668		389,312		
Proceeds from annuities and trusts		50,084		79,000		
Net Cash Provided (Used) by Financing Activities		103,076		(138,388)		
Change in Cash and Cash Equivalents		(706,649)		(511,044)		
Cash and Cash Equivalents, Beginning of Year		4,116,123		4,627,167		
Cash and Cash Equivalents, End of Year	\$	3,409,474	\$	4,116,123		
Supplemental Disclosures:						
Assets transferred to assets held for sale	\$		_\$	11,025,745		
Liabilities transferred to liabilities associated with assets held for sale	\$	-	\$	6,079,198		

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

December 31, 2013 and 2012

#### 1. NATURE OF ORGANIZATIONS:

Reach Beyond (formerly doing business as HCJB Global until January 2014), known officially as World Radio Missionary Fellowship, Inc. (doing business as Reach Beyond), is an interdenominational, international Christian mission committed to communicating the gospel of Jesus Christ to all nations via international shortwave radio, local AM/FM radio, satellite, Internet, television, healthcare, printed materials, and education. Reach Beyond is governed by a board of trustees which meets regularly to set policies and direct the work of the mission.

Reach Beyond is a faith mission, dependent upon God as He prompts interested individuals, local churches, and other organizations to meet financial needs. Strict fiscal integrity is maintained. Reach Beyond is a charter member of the Evangelical Council for Financial Accountability (ECFA) and the Missio Nexus.

Reach Beyond is a nonprofit corporation established in 1931 in Ohio with subsequent incorporation as a Florida charitable corporation in 1976. Reach Beyond is recognized as a church by the Internal Revenue Service and is exempt from income tax under Section 501(c)(3) of the U.S. Internal Revenue Code (the Code) and comparable state law. Contributions to Reach Beyond qualify for the charitable contribution deduction under Code Section 170(b)(1)(A). Reach Beyond has been classified as a publicly supported organization, which is not a private foundation under Section 509(a) of the Code.

Since 1931 Reach Beyond's passion has been to make disciples of Jesus Christ. Through the practical tools of media and healthcare, the mission is touching lives and empowering the voice and hands of believers around the world. Local believers are being equipped to impact their communities and the world as missionaries, pastors, broadcasters and healthcare providers. Together with our partners, radio stations have been established in more than 400 communities in more than 100 countries, broadcasting in more than 120 languages and dialects. Christ-centered healthcare through hospitals, clinics and community development programs is touching thousands of lives.

Reach Beyond exists so that people world-wide come to Christ, become His disciples, and serve Him as active vital parts of the body of Christ. Reach Beyond places priority on multiplying the resources God has given us by creating sustainable and reproducible ministry, and empowering others to do the same. Reach Beyond's vision is to see people everywhere transformed in Christ, engaged in the growing Church and empowered to ignite reproducing ministries that bring His light to their communities.

Reach Beyond's mission is "Empowering dynamic media and healthcare ministries that declare and demonstrate Jesus Christ."

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

December 31, 2013 and 2012

#### 1. NATURE OF ORGANIZATION, continued:

Reach Beyond operates on a set of visionary core statements known as the Reach Beyond Manifesto. The Manifesto serves as "compass point" by which ministry projects are developed and conducted. It reads as follows:

<u>The Unreached</u> - We refuse to stand idly by as people enter eternity without Christ when we can share the Good News that transforms them through the media they use. (Acts 5:40 - 42)

<u>The Weak and Infirm</u> - We refuse to watch people for whom Christ died suffer in pain and poverty when we can help restore them in His name. (Isaiah 61:1-3)

<u>The Resistant</u> - We refuse to fear the darkness that entraps people when common sense says, "protect yourself." We will put on the armor of God and pray fervently for the sake of the unreached. (Ephesians 6: 10-20)

<u>Partnership</u> - We will release what God has given us to empower others to multiply God's Kingdom through the gifts He has given them. (Romans 12:4-5)

<u>Technology</u> - We will leverage, to the best of our ability, God's gift of media and medical technology to reveal His eternal wisdom to those who have never heard the name of Jesus. (Habakkuk 2: 2-3, 2 Timothy 4:2)

<u>Resources</u> - We will employ every resource, talent and ounce of energy God gives us to shine the light of His grace into the darkest recesses of the planet. (Matthew 25: 14-30)

<u>Declaration</u> - We will shout from every peak, pinnacle and rooftop that the only hope for this dying world is a relationship with Jesus Christ. (Psalm 96: 2-5, Acts 4:12)

<u>Summary</u> - As long as God provides His abundant grace, we will not stop or be deterred from this calling. We work relentlessly for the day when a gaze around the expanse of heaven reveals thousands worshipping at Jesus' feet because of the mission He gave us for this moment in eternity. (Revelation 5: 9-10)

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

December 31, 2013 and 2012

#### 1. NATURE OF ORGANIZATION, continued:

Ministries are conducted in furtherance of the exempt purposes of the organization through the following:

Media – Reach Beyond Voice delivers the gospel through the most effective medium for each target audience and culture. The message is carried on FM, AM, shortwave, direct-to-home satellite, television, and the Internet. Reach Beyond Voice works with local partners to plant new radio ministries in many countries around the world. Internet chat rooms open doors to many people who do not listen to Christian radio while shortwave and satellite broadcasts reach into remote and closed areas of the world. Reach Beyond Voice's highly qualified missionary engineers design, build, and install the innovative broadcasting equipment best suited to each locale.

Healthcare – The healthcare ministries of Reach Beyond Hands developed early in its history, and in 1955 the organization's first hospital, Hospital Vozandes-Quito, opened its doors. Reach Beyond operates a healthcare system offering a full spectrum of services. The focus is on integrated patient care, medical education, and unmet community needs. Reach Beyond Hands operates a hospital in Quito, Ecuador, satellite clinics in Ecuador and assists rural areas in obtaining clean water and improved sanitation. Mobile medical clinics provide medical and dental treatment to remote areas. The activities of the hospitals in Quito and Shell, Ecuador, are both included in discontinued operations as the Shell hospital was shut down in 2013 and the Quito hospital is held for sale. Today, Reach Beyond Hands is taking what has been learned at the hospitals, neighborhood clinics, mobile medical clinics, and water projects and using that experience to help partner organizations plant new medical ministries and support existing medical ministries around the world. Reach Beyond Hands is actively involved with emergency medical response teams globally to areas in crisis.

Leadership Development – Reach Beyond trains media personnel, healthcare professionals, and national church leaders to impact their own nations. The Christian Center of Communications offers a three-year college-level media program in Quito, Ecuador, integrating communications and technical courses with biblical knowledge and practical experience. The program is accredited both in Ecuador and as a branch of Northwestern College in St. Paul, Minnesota. Due to new government regulations on higher learning institutions in Ecuador and the fact that the current classroom setting was unsustainable with the number of students, prior to the 2011-2012 school year, Reach Beyond management made the decision to not accept new students and wind down the program with the school year 2012-2013. Considering other distant learning possibilities, internet use and other options Reach Beyond continues to explore educational opportunities for the future. Reach Beyond also operates training programs in each of the five regions, offering education in areas such as radio production, communication theory, journalism, station management, technical maintenance, promotion, and cooperation. A teaching hospital in Quito trains national medical professionals as externs and interns as well as offering ophthalmology and family practice residencies in medicine. The Quito hospital is affiliated with five Ecuadorian universities for medical, nursing, paramedical, and ear nose throat education. Apoyo trains national pastors and leaders. "Corrientes" is a training strategy, launched in October 2009, to assist in mobilizing believers to go where God has called them as part of the Great Commission.

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

December 31, 2013 and 2012

#### 1. NATURE OF ORGANIZATION, continued:

Missions Awareness – Reach Beyond helps mobilize interested individuals to get involved in the work of missions throughout the world through praying, going, and giving.

#### FOREIGN OPERATIONS

In connection with its worldwide ministry, Reach Beyond maintains hospitals, broadcasting stations, and certain supporting facilities in various countries outside the United States. These consolidated financial statements also include the material assets, liabilities, net assets, revenue, and expenses of Reach Beyond's fields worldwide. All intercompany transactions have been eliminated on the consolidated financial statements. As of December 31, 2013 and 2012, assets in other countries totaled approximately \$24,918,000 and \$22,053,000, and liabilities in other countries were approximately \$14,697,000 and \$13,257,000, respectively. Total public support and revenue received from foreign sources totaled approximately \$40,249,000 and \$37,927,000 for the years ended December 31, 2013 and 2012, respectively. The account balances relating to foreign operations are reflected in the consolidated financial statements in United States dollars. The majority of the assets and liabilities held in other countries and the support and revenue received from foreign sources are in included in discontinued operations (Note 4).

Reach Beyond is also affiliated with representative counsels and separately incorporated entities in other ministry-funding countries including Canada, United Kingdom, Germany, France, New Zealand, Australia, and Switzerland. The financial position and results of operations of these affiliates are not consolidated or presented herewith as they are not considered to be under common control. Contributions provided by or through affiliated entities not consolidated amounted to \$590,000 and \$2,085,000 for the years ended December 31, 2013 and 2102, respectively.

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

Reach Beyond maintains its accounts and prepares its consolidated financial statements on the accrual basis of accounting in conformity with accounting principles generally accepted in the United States of America. The preparation of consolidated financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, disclosures of any contingent assets and liabilities at the date of the consolidated financial statements, and the reported revenues and expenses during the reporting period. Actual results could differ from the estimates. The significant accounting policies followed are described below to enhance the usefulness of the consolidated financial statements to the reader.

#### CASH AND CASH EQUIVALENTS

Cash and cash equivalents include all checking, savings, money market accounts, and certificates of deposit with an original maturity of less than three months. These accounts at times exceed federally insured limits. Reach Beyond, however, has not experienced any losses on these accounts and does not believe it is exposed to any significant credit risk. Management reviews balances on a monthly basis to limit this credit risk.

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

December 31, 2013 and 2012

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

#### **INVESTMENTS**

Investments, with the exception of certificates of deposit, are recorded at fair value. Certificates of deposits are carried at cost. Donated securities are recorded at fair value on the date of the gift and sold as soon as possible thereafter. Realized and unrealized gains and losses are reported in the consolidated statements of activities in the year in which they occur.

Investment securities are exposed to various risks, such as changes in interest rates or credit ratings and market fluctuations. Due to the level of risk associated with certain investment securities and the level of uncertainty related to changes in the value of investment securities, it is possible that the value of Reach Beyond's investments and total net assets could fluctuate materially.

#### ACCOUNTS RECEIVABLE

Receivables become past due when they exceed their contractual due date. The allowance for doubtful accounts is maintained at a level that, in management's judgment, is adequate to absorb possible losses. The amount is based upon an analysis of overall trade receivables by management. Management's evaluation of the allowance for doubtful accounts includes, but is not limited to, the historical experience of payment patterns from the customer, financial condition of the customer, other known facts and circumstances and general economic conditions. This process is based on estimates, and ultimate losses may vary from current estimates. As changes in estimates occur, adjustments to the level of the allowance are recorded in the provision for doubtful accounts in the period in which they become known. Accounts are due at the time the service is rendered or the product is provided. Reach Beyond does not accrue interest on past due receivables. Accounts are written off after all attempts to collect have been exhausted.

#### **INVENTORY**

Inventory is stated at the lower of cost or market using the weighted-average method. No reserve for obsolescence is recorded because items that are obsolete are not included in the inventory valuation.

#### PROPERTY AND EOUIPMENT

Expenditures for property and equipment in excess of \$5,000 are capitalized at cost. Donated assets to be used in the ministry are capitalized at their fair value on the date of the gift. Depreciation is computed using the straight-line method over the estimated useful lives of the assets (16-25 years for buildings, and 5-15 years for furniture and equipment). If the usefulness of property and equipment is impaired prior to the estimated useful life, the property and equipment is written off and a loss is recorded. An analysis was completed during the year ended December 31, 2013, resulting in no impairment.

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

December 31, 2013 and 2012

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

#### ASSETS HELD FOR SALE AND RELATED LIABILITIES

At December 31, 2013, Reach Beyond had assets held for sale, as well as liabilities associated with these assets. See footnote 4 for further disclosure regarding these assets and liabilities.

#### DEFERRED GAIN ON SALE OF ASSETS

On December 1, 2009, Reach Beyond sold two significant assets, Ecoluz and Pifo property, for a total of \$12,500,000. The sale has been consummated except for completing the plat map for the Pifo property and thus the clear title deed of the Pifo property was not transferred over to the new buyer as of December 31, 2013. Since the clear title deed has not occurred yet, management deferred the proportional gain on the sale on the Pifo property based on the property's estimated value of \$3,620,000. In April 2014, the clear title deed of the Pifo property was transferred to the new owner.

During the year December 31, 2011, Reach Beyond sold an additional property. Since the title has not yet transferred, Reach Beyond recorded an additional deferred gain on sale for this property of \$485,000. In 2014, title on this property was transferred and the gain will be recognized in 2014.

During 2013, Reach Beyond entered into a contract to sell Hospital Vozandes-Quito (see footnote 4). As a result, the buyer made payments of \$3,170,785 in 2013. Since the sale is not anticipated to be finalized until July 2014, these payments have been recorded as deferred gain on sale of assets.

#### ANNUITIES PAYABLE

Reach Beyond has established a gift annuity plan whereby donors may contribute assets to Reach Beyond in exchange for the right to receive a fixed dollar annual return during their lifetimes. A portion of the gift annuity is considered to be a charitable contribution at the date of gift. The annuity liability is revalued annually based upon actuarially computed present values using a rate of 6%. Prior to 2012, the 90 CM Joint Life Unisex mortality table was utilized. In 2012, the Annuity 2000 Gender-Based mortality table was adopted by Reach Beyond. This change resulted in a negative actuarial change, which is included in change in value of annuities and trusts on the consolidated statement of activities.

Reach Beyond is required to maintain legally-mandated reserves and investment guidelines for certain states in which it issues gift annuities. As of December 31, 2013, Reach Beyond is in compliance with each of the requirements of these states.

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

December 31, 2013 and 2012

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

#### TRUST LIABILITIES

As trustee, Reach Beyond administers irrevocable charitable remainder trusts. These agreements provide for the payment of lifetime distributions to the grantor or other designated beneficiaries. Upon receipt of charitable remainder trusts, the actuarially determined present value of future payments is recorded as a liability. The remaining portion of the trust attributable to the organization's future interest is recorded in the consolidated statement of activities as temporarily restricted contributions in the period received.

#### **NET ASSETS**

Net assets are reported in the consolidated financial statements as follows:

*Unrestricted net assets* are those currently available for ministry purposes under the direction of the board, those designated by the board for specific use, those resources invested in property and equipment, and required annuity reserves.

Temporarily restricted net assets are those contributed with donor stipulations for specific operating purposes or programs or those not currently available for use until commitments regarding their use have been fulfilled or lifetime beneficiary interest have ceased. Temporarily restricted net assets also include Reach Beyond's irrevocable interest in charitable trusts.

#### **CONTRIBUTIONS**

Contributions are recorded when made, which may be when cash and other assets are received or unconditionally promised. Gifts of cash and other assets are reported as restricted support if they are received with donor stipulations that limit the use of the donated amounts. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is satisfied, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the consolidated statement of activities as net assets released from restrictions. All contributions are considered available for unrestricted use unless specifically restricted by the donor.

#### DONATED GOODS AND SERVICES

Reach Beyond has agreed with several independent, nonprofit organizations to have workers from these organizations work as seconded employees. Reach Beyond directs these individuals as to their job descriptions; however, the salaries and related benefits of these individuals are paid by their respective nonprofit organizations. Professional services were valued using existing missionary compensation amounts and externally published rates. For the year ended December 31, 2013 and 2012, donated services were \$1,365,449 and \$1,614,512, respectively. Property, professional services, and other noncash gifts are recorded at their estimated fair value at date of donation. For the year ended December 31, 2013 and 2012, donated goods were \$24,583 and \$32,310, respectively.

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

December 31, 2013 and 2012

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

#### REVENUE RECOGNITION

Hospital and medical service income is recorded when earned, which is when the product or service has been provided to the patient. Investment income is recorded in the month it is earned. Radio broadcast fees consist of production and airing revenues, and are recorded when earned, which is when the services have been provided. Other income consists of the items noted in footnote 15, and is recorded when earned.

Reach Beyond provides care at a discounted rate to medical service patients who meet certain criteria under its charity fund. Because Reach Beyond does not pursue collection of amounts determined to qualify as uncompensated care, such amounts are not reported in total public support and revenue. Costs incurred related to services excluded from revenue under Reach Beyond's uncompensated care policy were approximately \$234,000 and \$268,000 for the years ended December 31, 2013 and 2012, respectively.

#### **EXPENSES**

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

Expenses include costs of joint activities such as payroll, housing and benefits, and ministry expenses of furloughing missionaries. Joint costs for the year ended December 31, 2013 and 2012 have been allocated as follows:

	`	Year Ended December 31,					
		2013		2012			
Program services	\$	221,287	\$	168,176			
General and administrative		110,643		84,088			
Fund-raising		221,287		168,176			
	\$	553,217	\$	420,440			

#### ADMINISTRATIVE ASSESSMENTS

In an effort to cover overhead (referred to as the Support Ministry Fund (SMF) and Regional Ministry Fund (RMF)), Reach Beyond charges an administrative fee on temporarily restricted contributions. The donated income assessment ranges between 10%-24%, and 2.5% for non-donated income. The administrative fees on donated income were \$520,174 and \$579,678 for the years ended December 31, 2013 and 2012, respectively. The administrative fees on non-gift income totaled \$1,113,014 and \$993,499 for the years ended December 31, 2013 and 2012, respectively. All of these funds are administered carefully with a budget and tied to the goals of the organization.

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

December 31, 2013 and 2012

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

#### **UNCERTAIN TAX POSITIONS**

The financial statement effects of a tax position taken or expected to be taken are recognized in the consolidated financial statements when it is more likely than not, based on the technical merits, that the position will be sustained upon examination. Interest and penalties, if any, are included in expenses in the consolidated statements of activities. An uncertain tax position is described in footnote 17 below.

#### RECLASSIFICATIONS

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

#### 3. FAIR VALUE MEASUREMENTS:

Reach Beyond uses appropriate valuation techniques to determine fair value based on inputs available. When available, Reach Beyond measures fair value using Level 1 inputs because they generally provide the most reliable evidence of fair value. Level 3 inputs are only used when Level 1 or Level 2 inputs are not available.

Fair values of assets measured on a recurring basis as of December 31, 2013 and 2012 are:

		Fair Value Measurements Using:					
		Qι	oted Prices	Signif	icant		_
			in Active	Oth	er	Signif	icant
		N	larkets for	Observ	vable	Unobse	rvable
De	December 31,		dentical Assets Inputs		ets Inputs		ıts
	2013		(Level 1)	(Leve	el 2)	(Leve	el 3)
\$	1,327,402	\$	1,327,402	\$	-	\$	-
	59,212		59,212		-		-
	3,845,940		3,845,940		-		-
	318,623		318,623		-		-
	60,165		60,165		-		-
	15,162		15,162		-		-
	50,852		50,852				-
	5,677,356		5,677,356		-		-
		\$ 1,327,402 59,212 3,845,940 318,623 60,165 15,162 50,852	\$ 1,327,402 \$ 59,212 3,845,940 318,623 60,165 15,162 50,852	Quoted Prices in Active Markets for Identical Assets (Level 1)  \$ 1,327,402  \$ 1,327,402	Quoted Prices in Active Markets for Oth Observed       Significant Oth Observed         December 31, 2013       Identical Assets (Level 1)       Input (Level 2)         \$ 1,327,402       \$ 1,327,402       \$ 59,212         3,845,940       3,845,940       318,623         60,165       60,165       15,162         50,852       50,852	Quoted Prices in Active Markets for December 31, 2013         Identical Assets (Level 1)         Significant Other Observable Inputs (Level 2)           \$ 1,327,402         \$ 1,327,402         \$ - 59,212           \$ 3,845,940         3,845,940         - 318,623           \$ 60,165         60,165         - 50,852           \$ 50,852         50,852         - 50,852	Quoted Prices in Active         Significant Other Observable         Significant Unobservable           December 31, 2013         Identical Assets (Level 1)         Inputs (Level 2)         Inputs (Level 2)           \$ 1,327,402         \$ 1,327,402         \$ - \$         \$ 59,212         - 3,845,940         - 318,623         - 318,623         - 60,165         - 50,852         - 50,852         - 50,852         - 50,852         50,852         50,852         50,852         50,852         50,852         50,852

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

December 31, 2013 and 2012

				Fair V	alue N	<b>1</b> easurement	s Using:	:
			Qι	oted Prices	Si	gnificant		
				in Active		Other	Sign	nificant
			N	Markets for	O	bservable	Unob	servable
	De	ecember 31,	Ide	ntical Assets		Inputs	Iı	nputs
		2013		(Level 1)		Level 2)	(Le	evel 3)
Investments, continued:								
Common stocks:								
Commodities		120,146		120,146		-		-
Consumer staples		1,667		1,667		-		-
Real estate		190,058		190,058		-		-
Utilities		13,247		13,247		-		-
		325,118		325,118		-		-
Corporate bonds:								
A credit rating		100,565		_		100,565		_
BBB+ credit rating		50,490		_		50,490		
Ç		151,055				151,055		-
Total investments, at fair value	\$	6,153,529	\$	6,002,474	\$	151,055	\$	-
Assets held under gift annuities and	l trust as	reements:						
Mutual funds:	`							
Equity	\$	181,331	\$	181,331	\$	_	\$	_
Fixed income funds		1,322,473		1,322,473		-		_
Foreign funds		283,352		283,352		-		-
Growth funds		1,025,553		1,025,553		-		-
Real estate funds		143,460		143,460		-		-
Value funds		1,024,997		1,024,997		-		-
		3,981,166		3,981,166				

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

December 31, 2013 and 2012

		Fair Va	lue Measurement	s Using:
		Quoted Prices	Significant	_
		in Active	Other	Significant
		Markets for	Observable	Unobservable
	December 31,	Identical Assets	Inputs	Inputs
	2013	(Level 1)	(Level 2)	(Level 3)
Assets held under gift annuities and tru	ist agraamants oo	ontinuad:		
Common stocks:	ist agreements, co	munued.		
Consumer staples	1,658	1,658	-	-
Energy	53,569	53,569	-	-
Financial	20,195	20195	-	-
Industrials	5,040	5,040	-	-
Real estate	148,218	148,218	-	-
Technology	2,599	2,599	-	-
Telecommunications services	27,632	27,632	-	-
Utilities	113,914	113,914	-	-
	372,825	372,825		
Mortgage-backed securities	377,372	377,372	_	_
	377,372	377,372	_	
Corporate bonds	453,009	_	453,009	_
corporate conds	453,009		453,009	
	•			
U.S. government treasury bills	42,444	42,444	-	-
	42,444	42,444		
Total assets held at fair value under				
gift annuities and trust agreements:	\$ 5,226,816	\$ 4,773,807	\$ 453,009	\$ -

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

December 31, 2013 and 2012

			Fair Value Measurements Using:					
			Qı	oted Prices	Si	ignificant		
				in Active		Other	Sig	gnificant
			N	Markets for	O	bservable		bservable
	D	ecember 31,	Ide	ntical Assets		Inputs		Inputs
		2012		(Level 1)	(	Level 2)		Level 3)
								,
Investments:								
Mutual funds:								
Balanced funds	\$	1,034,063	\$	1,034,063	\$	_	\$	_
Fixed income funds		3,818,088		3,818,088		_		_
Foreign funds		252,247		252,247		_		_
C		5,104,398		5,104,398		_		-
Common stocks:								
Utilities		48,863						48,863
Offities		48,863						48,863
		46,803						46,603
Corporate bonds:								
Aa credit rating		100,213		-		100,213		-
A credit rating		156,205		-		156,205		-
-		256,418		-		256,418		-
Total investments, at fair value	\$	5,409,679	\$	5,104,398	\$	256,418	\$	48,863
Assets held under gift annuities and t	mict a	areements:						
Mutual funds:	ii ust a	greements.						
Blended funds	\$	35,075	\$	35,075	\$	_	\$	_
Equity	Ψ	394,449	Ψ	394,449	Ψ	_	Ψ	_
Fixed income funds		118,719		118,719		_		_
Foreign funds		26,176		26,176		_		_
Growth funds		32,885		32,885		_		_
Real estate funds		12,127		12,127		_		_
Value funds		6,555		6,555		_		-
varue rungs		625,986	-	625,986				
		043,760	-	023,700				

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

December 31, 2013 and 2012

		Fair Va	lue Measurements	s Using:
		Quoted Prices	Significant	
		in Active	Other	Significant
		Markets for	Observable	Unobservable
	December 31,	<b>Identical Assets</b>	Inputs	Inputs
	2012	(Level 1)	(Level 2)	(Level 3)
Assets held under gift annuities and tru	ist agreements co	ontinued:		
Common stocks:	ist agreements, et	initiaca.		
Consumer discretionary	312,794	312,794	-	-
Consumer staples	385,709	385,709	-	-
Energy	372,931	372,931	-	-
Financial	386,680	386,680	-	-
Health care	322,556	322,556	-	-
Industrials	256,630	256,630	-	-
Materials	69,488	69,488	-	-
Technology	660,986	660,986	-	-
Utilities	34,248	34,248	-	-
	2,802,022	2,802,022	-	
Exchange-traded funds	13,080	13,080	_	_
6	13,080	13,080	-	-
Corporate bonds-agency	798,789	798,789	_	_
Conformation and and	798,789	798,789	-	-
U.S. Government				
Treasury bills	75,976	75,976	_	_
1104041 9 01110	75,976	75,976	-	
Beneficial interest in				
trust agreements	82,831	. <u> </u>		82,831
	82,831	·		82,831
Total assets held at fair value under				
gift annuities and trust agreements:	\$ 4,398,684	\$ 4,315,853	\$ -	\$ 82,831

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

December 31, 2013 and 2012

#### 3. FAIR VALUE MEASUREMENTS, continued:

#### Level 1

The fair values of mutual funds, common stock, corporate bonds, and government securities are based on quoted market prices.

#### Level 2

The fair values of certain fixed income funds and corporate bonds are based on quoted prices in active markets for the underlying assets which are publically traded.

#### Level 3

The fair value for the beneficial interest in trust agreements is determined by calculating the present value of the future distributions expected to be received, using published life expectancy tables and a 6% discount rate. No purchases, sales, or transfers occurred within level 3 investments during the year ended December 31, 2012. During the year ended December 31, 2013, the beneficiary of the trust matured, so the assets were transferred to assets held for sale.

Fair value measurements using significant unobservable inputs (Level 3):

	December 31,					
		2013		2012		
Beginning Balance	\$	131,694	\$	131,694		
Sales		(48,863)		-		
Transfer to held for sale		(82,831)				
Ending Balance	\$		\$	131,694		

#### 4. <u>DISCONTINUED OPERATIONS:</u>

During 2012, the board of trustees approved an action to list Hospital Vozandes-Quito (Quito Hospital) in Ecuador for sale. As of December 31, 2012, management determined that the criteria were met to record this distinct operation as held for sale. On May 9, 2013, the board approved the letter of intent with the buyer to transfer the ownership of the Quito Hospital on July 1, 2014. Accordingly, as of December 31, 2013 and 2012, the related assets and liabilities of the Quito Hospital are reflected separately in the consolidated statements of financial position. The activities of the Quito Hospital have been reflected as discontinued operations in the consolidated statements of activities for the years ended December 31, 2013 and 2012 and depreciation ceased on the related fixed assets effective December 31, 2012. The Quito Hospital assets held for sale and related liabilities are recorded at the lower of carrying value or estimated fair value less cost to sell. The prospective buyer has failed to comply with the terms of the letter of intent, so, in May 2014, the board authorized management to terminate said letter of intent. Since it is still the intention of Reach Beyond to sell the Quito Hospital, the balances and activities will continue to be reflected as discontinued operations.

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

December 31, 2013 and 2012

#### 4. DISCONTINUED OPERATIONS, continued:

During 2013, the board of trustees approved an action to terminate operations of Hospital Vozandes-Shell (Shell Hospital) in Ecuador. This action was completed in December 2013. Therefore, the activities of the Shell Hospital have been reflected as discontinued operations in the consolidated statements of activities for the years ended December 31, 2013 and 2012. Determination has not yet been made for the future of the assets of the Shell Hospital. Therefore, the assets and liabilities associated with the Shell Hospital are still reported in operations on the consolidated statements of financial position.

A summary of the Quito Hospital's assets and liabilities are as follows:

	December 31,				
		2013		2012	
Cool and and arrival are	¢.	1 450 114	¢.	2 212 922	
Cash and cash equivalents	\$	1,459,114	\$	2,213,823	
Investments		69,645		69,349	
Accounts receivable-net		4,866,161		4,820,245	
Inventory		708,928		766,036	
Prepayments and other assets		200,698		-	
Property and equipment-net		3,359,619		3,156,292	
Quito Hospital assets held for sale	\$	10,664,165	\$	11,025,745	
Accounts payable and accrued expenses	\$	3,260,366	\$	3,312,181	
Deferred compensation benefits		2,661,204		2,767,017	
Quito Hospital liabilities	\$	5,921,570	\$	6,079,198	

A summary of the Quito and Shell Hospital's activities recorded in discontinued operations is as follows:

	Year Ended December 31,				
	2013			2012	
Public support and revenue Expenses	\$	34,994,207 (35,754,848)	\$	33,229,038 (32,378,167)	
Net gain (loss) on discontinued operations	\$	(760,641)	\$	850,871	

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

December 31, 2013 and 2012

#### 5. <u>INVESTMENTS:</u>

Investments consist of:

	December 31,		
	 2013		2012
Certificates of deposit Equity mutual funds and securities Common stock	\$ 5,578,640 5,677,356 325,118	\$	3,856,875 5,104,398 48,863
Corporate bonds	 151,055		256,418
	\$ 11,732,169	\$	9,266,554
Investment income consists of:			
	 Year Ended I	Decei	
	 2013		2012
Interest and dividends Net realized and unrealized gains	\$ 108,027 263,121	\$	79,904 150,282
	\$ 371,148	\$	230,186
6. <u>ACCOUNTS RECEIVABLE–NET:</u> Accounts receivable–net, consist of:			
	Decem	ber 3	<b>:1</b>
	 2013		2012
Hospital and medical service Missionary and employee advances Other	\$ 614,764 161,737 88,078	\$	326,690 78,022 60,939
	 864,579		465,651
Allowance for doubtful accounts	 (38,693)		(50,000)
	\$ 825,886	\$	415,651

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

December 31, 2013 and 2012

#### 7. INVENTORY:

Inventory consists of:

		December 31,				
	2013		2012			
Hospital supplies and medicines Radio broadcast materials	\$	195,986 439,520	\$	195,541 523,353		
Radio bioadeast materiais	\$	635,506	\$	718,894		
				,		

#### 8. NOTES RECEIVABLE:

Reach Beyond records notes receivable based upon the selling price of the property sold. Payments are applied to the principal and interest portions according to amortization schedules based upon specific terms of the agreement. The agreement also determines past due and delinquency status. Interest is recognized and accrued based on the original agreement and when earned, regardless of when paid. Based on the performance of notes, charge-off history, and individual evaluations for impairment, Reach Beyond does not have an allowance for doubtful accounts and has not identified any impaired notes as of December 31, 2013 and 2012. Reach Beyond did not recognize any charge-offs for the years ended December 31, 2013 and 2012.

As of December 31, 2013 and 2012, there is only one class of financing receivables, which is evaluated based on the following indicators: loan-to-value, collection experience, and other internal metrics. Reach Beyond writes-off uncollectible notes once all collection efforts have been exhausted and ceases to accrue interest on the balances. If a payment is collected after the note balance has been written off, Reach Beyond would first allocate the payment to accrued interest and the remainder would be applied to the principal of the note. Reach Beyond would resume accruing interest on a previously written-off note if and when a payment is made. As of December 31, 2013 and 2012, there were no notes on nonaccrual status or any notes 90 days or more past due.

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

December 31, 2013 and 2012

#### 8. NOTES RECEIVABLE, continued:

Notes receivable consist of:

	Decem	31,	
	2013		2012
Note receivable from an Ecuadorian company, bearing no interest, payable in full upon the transfer of title of property, subsequent to property lines being legally determined. Secured by a deed of trust. This note was collected in full in 2014.	\$ 412,250	\$	412,250
Note receivable from an Ecuadorian company, interest at 9%, annual payments of \$1,445,395 and accrual of interest to begin upon the completion of legal proceedings securing an updated plat map for the property near the Quito airport. Note matures 8 years after completion of the transfer of title. Secured by a deed of trust. The completion of the transfer of title occurred in April 2014, so payments should start to be collected in			
April 2015.	8,000,000		8,000,000
	\$ 8,412,250	\$	8,412,250
Future minimum receipts related to the notes receivable are:			
Year Ending December 31,			
2014	\$ 412,250		
2015	725,395		
2016	790,681		
2017	861,842		
2018	939,408		
Thereafter	4,682,674		
	\$ 8,412,250		

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

December 31, 2013 and 2012

#### 9. PROPERTY AND EQUIPMENT-NET:

Property and equipment-net, as of December 31, 2013, consists of:

-	United States		Other Countries		Total
Land	\$ 250,000	\$	335,288	\$	585,288
Buildings and improvements	1,721,580		1,694,861		3,416,441
Furniture and equipment	1,779,562		3,030,226		4,809,788
·	3,751,142		5,060,375		8,811,517
Accumulated depreciation	(2,891,576)		(4,258,393)		(7,149,969)
	\$ 859,566	\$	801,982	\$	1,661,548

Property and equipment-net, as of December 31, 2012, consists of:

	United States	Other Countries	Total
Land	\$ 250,000	\$ 359,178	\$ 609,178
Buildings and improvements	1,454,522	2,339,676	3,794,198
Furniture and equipment	1,604,080	3,201,618	4,805,698
	3,308,602	5,900,472	9,209,074
Accumulated depreciation	(2,698,968)	(5,065,221)	(7,764,189)
	609,634	835,251	1,444,885
Construction in progress	156,333	72,844	229,177
	\$ 765,967	\$ 908,095	\$ 1,674,062

Management has reviewed the assets in other countries and has determined that they are under the control and ownership of the organization. While such items are recognized as assets of the organization, it should be noted that the political situation in many countries is subject to rapid change. Therefore, the reader should be aware that while the organization believes the assets are properly stated at the date of this report, subsequent changes could occur that would adversely affect the realizable value of the assets in other countries. In addition, it should be understood that the carrying value of the assets in other countries may not be representative of the amount that would be realized.

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

December 31, 2013 and 2012

#### 10. GIFT ANNUITY AND TRUST AGREEMENTS:

The assets and liabilities of gift annuities and trust agreements consist of:

	December 31,			
		2013		2012
Assets at estimated fair value:	ф	294.466	¢	1 100 522
Cash and cash equivalents  Equity mutual funds and securities	\$	384,466 3,981,166	\$	1,109,522 625,986
Fixed income mutual funds and securities		872,825		887,845
Common stocks		372,825		2,802,022
Beneficial interest in trust agreements		-		82,831
	\$	5,611,282	\$	5,508,206
Liabilities:				
Gift annuities	\$	3,954,637	\$	4,639,223
Irrevocable trusts		192,070		116,385
Amounts held for others		72,823		109,986
	\$	4,219,530	\$	4,865,594

#### 11. CHANGE IN VALUE OF ANNUITIES AND TRUSTS:

Change in value of annuities and trusts consists of:

			mber 31,
2013			2012
\$	159,288	\$	136,335
Ψ	582,233	4	323,314
	(744,519)		(662,273)
	165,873		-
	556,457		(592,165)
\$	719,332	\$	(794,789)
	\$	\$ 159,288 582,233 (744,519) 165,873 556,457	\$ 159,288 \$ 582,233 (744,519) 165,873 556,457

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

December 31, 2013 and 2012

#### 12. DEFERRED COMPENSATION BENEFITS:

Reach Beyond has several hundred Ecuadorian employees. The Ecuadorian government requires Reach Beyond to pay a retirement benefit to those employees who have obtained 20 years of service. The estimated present value of this liability as of December 31, 2013 and 2012, which has been actuarially determined by a firm in Ecuador, was \$1,831,473 and \$2,120,620, respectively.

Additionally, Reach Beyond also has established a nonqualified deferred compensation arrangement for its Ecuadorian employees. Employees are eligible to receive deferred compensation benefits if they have 30 years of service under the Ecuadorian social security system (and at least 10 of those years are with Reach Beyond) and are of retirement age. The estimated liability as of December 31, 2013 and 2012, which has been calculated by management, was \$1,298,895 and \$1,498,748, respectively.

Under a collective bargaining agreement entered into with its Ecuadorian employees, Reach Beyond is required to pay employees if they are fired from Reach Beyond after two years of service. Reach Beyond must pay the employees they fire a severance equal to one year of salary. There were no employees that were laid off at year-end, but for which their severance had not been paid in full. A liability has not been recorded for the additional employees as the amount of contingent payment is not reasonably estimable (employee needs to be fired first). If the sale of the Quito Hospital (footnote 4) or the transfer of Media Ministries (footnote 18) is executed, employees with greater than two years experience would become eligible for this benefit.

Under Ecuadorian law, if Reach Beyond fires an employee, the employee receives a severance payment for the number of months equal to 25% of the number of years of service (i.e. if an employee worked 20 years, 25% of that would be 5, so the employee would receive 5 months of severance pay). Since the benefit is not earned unless the employee is fired, a liability has not been recorded for the remaining employees. If the sale of the Quito Hospital (footnote 4) or transfer of Media Ministries (footnote 18) is executed, employees of the Quito Hospital and Media Ministries would become eligible for this benefit.

Total deferred compensation benefit liabilities are recorded as follows:

	December 31,				
	2013			2012	
Amounts related to discontinued operations (footnote 4) Amounts related to continuing operations	\$	2,661,204 469,164	\$	2,767,017 852,351	
	\$	3,130,368	\$	3,619,368	

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

December 31, 2013 and 2012

#### 13. LEASES AND OTHER COMMITMENTS:

As part of its exempt activities, Reach Beyond has incurred certain obligations and commitments relating to its broadcast and administrative operations. Total lease expense for the years ended December 31, 2013 and 2012, was \$174,722 and \$174,522, respectively. Future minimum payments required under license agreements and operating leases are:

	•		Reach Beyond Other Leases		Total
Year Ending December 31,					
2014	\$ 79,688	\$	41,746	\$	121,434
2015	6,064		21,357		27,421
2016	_		4,167		4,167
2017	-		4,167		4,167
2018	 		4,167		4,167
	\$ 85,752	\$	75,604	\$	161,356

#### 14. EMPLOYEE BENEFIT PLANS:

#### **MEDICAL BENEFITS**

Reach Beyond's medical benefits are provided by a grantor trust (named World Radio Missionary Fellowship Health Benefits Trust) under a self-insured plan and a contract with an insurance company for major stop-loss coverage. The trust pays claims relating to medical benefits to all permanent, full-time missionaries, and home office employees. The trust is funded by employer contributions, and the liability for medical plan expenses is limited to trust assets. Total contributions paid by Reach Beyond to this plan amounted to approximately \$1,299,305 and \$1,497,942 for the years ended December 31, 2013 and 2012, respectively. At December 31, 2013 and 2012, there were 94 and 98 permanent, full-time missionaries and home office employees. Under the stop-loss insurance contract, the trust is liable for all expenses up to \$125,000 and \$100,000 per person per year as of December 31, 2013 and 2012, respectively, with an aggregate maximum per employee of \$750,000 for December 31, 2012. The aggregate maximum per employee was eliminated in 2013. There was no maximum amount for the entire plan for the years ended December 31, 2013 and 2012. As of December 31, 2013 and 2012, the trust had assets in excess of estimated liabilities. Therefore, a liability has not been recorded by Reach Beyond on the consolidated statements of financial position.

#### RETIREMENT PLAN

Reach Beyond offers a 401(k) plan that covers all career missionaries and home office employees. All full-time and part-time employees are eligible for the plan. The contribution amount is \$120 per month for full time employees and \$60 per month for part time employees. Employer contributions for the years ended December 31, 2013 and 2012 totaled \$252,304 and \$273,739, respectively.

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

December 31, 2013 and 2012

#### 15. OTHER INCOME:

Other income consists of the following:

		Year Ended December 31,				
	2013			2012		
Project income	\$	276,002	\$	239,711		
Rent		181,367		176,405		
Equipment sales		263,104		212,829		
Royalties		11,710		18,322		
	\$	732,183	\$	647,267		

#### 16. UNRELATED BUSINESS INCOME:

During the year ended December 31, 2012, Reach Beyond sold radio broadcasting transmitters. Some of these sales were considered to be unrelated business income. However, Reach Beyond was not liable for any unrelated business income tax for the year ended December 31, 2012, because these activities did not generate a profit. There were no similar sales during the year ended December 31, 2013.

#### 17. ESTIMATED TAXES AND MATERIAL CHANGES:

During the year ended September 30, 2009, the tax authority in Ecuador initiated a tax audit of Reach Beyond's operations in Ecuador for the 2006 tax year. While Reach Beyond believes it has meritorious defenses against the potential negative findings, the ultimate resolution of the matter could result in fines, penalties, and interest. Management believes they have conservatively estimated that the total liability related to the tax audit could be up to \$786,850 as of December 31, 2013 and 2012. However, if Reach Beyond loses this case, interest is due and payable from the date the tax audit commenced through the date of determination. The potential liability, with interest costs included, related to the tax audit could be as high as \$1,207,000 as of December 31, 2013. The tax audit occurred during the year ended September 30, 2010; however, a final determination has not yet been made, but is anticipated to be rendered within the next year.

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

December 31, 2013 and 2012

#### 18. MEDIA MINISTRY - ECUADOR:

Reach Beyond is planning a significant transition of the ownership and operation of the media ministries in Ecuador to a local foundation. Over the past year, significant work was done on the legal aspects of creating this new organization. In February 2014, the national foundation, Mission HCJB–La Voz de los Andes–Ecuador (Mission HCJB–Ecuador) was formed. Mission HCJB–Ecuador is not controlled by Reach Beyond, so will not be consolidated with Reach Beyond's consolidated financial statements. Management is working through the process of granting the media ministries to this organization, working to nationalize this ministry, yet not risk losing the local radio frequencies. The new communications law in Ecuador may now allow Reach Beyond to transfer its frequencies for HCJB AM, HCJB FM and HCJB 2 to the new foundation, Mission HCJB–Ecuador, allowing the continuance of the ministry of media to the region as a strong ministry partner of Reach Beyond. This would allow current staff to lead and operate the ministry, but under local ownership and a local board. Management feels this would also secure the future of the ministry in a stronger position, as opposed to ownership by a foreign entity. Pending approval by the board of trustees, during 2014, Reach Beyond plans to work with Mission HCJB–Ecuador in order to facilitate the transfer of assets and staff under the new organization. There has not yet been an unconditional promise to grant these assets by Reach Beyond, so a liability has not been recorded on the consolidated financial statements as of December 31, 2013.

#### 19. LINE OF CREDIT:

During the year ended December 31, 2013, Reach Beyond obtained a line of credit with a maximum draw of \$800,000. Interest is paid at the prime rate plus 2%, effectively 5.25% as of December 31, 2013. The line matures in August 2014. As of December 31, 2013, no draws had been made on the line.

#### 20. LITIGATION CONTINGENCY:

Reach Beyond is subject to claims and lawsuits that arise primarily in the ordinary course of business in Ecuador. In consideration of insurance coverage of these claims, management believes the disposition or ultimate resolution of such claims and lawsuits will not have a material adverse effect on the consolidated financial position, change in net assets, and cash flows of Reach Beyond. Events could occur that would change this estimate.

#### 21. PRIOR PERIOD ADJUSTMENT:

During the year ended December 31, 2013, management identified an error in the recording of certain expenses by the Quito Hospital. The error started in 2010 and continued through 2012. As a result, a prior period adjustment was recorded in the consolidated financial statements. The result was to increase unrestricted net assets as of December 31, 2011, by \$438,368. Additionally, expenses from discontinued operations for the year ended December 31, 2012, were reduced by \$299,558.

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

December 31, 2013 and 2012

#### 21. PRIOR PERIOD ADJUSTMENT, continued:

The impact on the consolidated financial statements is as follows:

	As Previously	Prior Period	A. D. Maria
	Stated	Adjustment	As Restated
Unrestricted net assets as of December 31, 2011	\$ 18,306,648	\$ 438,368	\$ 18,745,016
Unrestricted net assets as of December 31, 2012	16,523,480	737,926	17,261,406
Expenses from discontinued operations for the			
year ended December 31, 2012	32,677,725	(299,558)	32,378,167
Change in unrestricted net assets for the year			
ended December 31, 2012	(1,783,168)	299,558	(1,483,610)

#### 22. SUBSEQUENT EVENTS:

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

# SUPPLEMENTAL INFORMATION



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#### INDEPENDENT AUDITORS' REPORT ON SUPPLEMENTAL INFORMATION

Board of Trustees World Radio Missionary Fellowship, Inc. d.b.a. Reach Beyond Colorado Springs, Colorado

We have audited the consolidated financial statements of World Radio Missionary Fellowship, Inc. d.b.a. Reach Beyond, as of and for the years ended December 31, 2013 and 2012, and our report thereon dated June 13, 2014, which expressed an unmodified opinion on those consolidated financial statements, appears on page 1. Our audits were conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The consolidating statements of financial position and activities by fund are presented for the purposes of additional analysis of the consolidated financial statements rather than to present the financial position and results of operations of the individual funds, and they are not a required part of the consolidated 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 consolidated financial statements. The consolidating information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated 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.

Colorado Springs, Colorado

Capin Crouse LLP

June 13, 2014

#### **Statements of Financial Position by Fund**

	December 31,															
		2013									2012					
	Opera	ting	G	ift Annuity		Trusts		Total		Operating	G	ift Annuity		Trusts		Total
ASSETS:																
Cash and cash equivalents		09,474	\$	-	\$	-	\$	3,409,474	\$	4,116,123	\$	-	\$	-	\$	4,116,123
Investments	11,7	32,169		-		-		11,732,169		9,266,554		-		-		9,266,554
Accounts receivable-net	82	25,886		-		-		825,886		415,651		-		-		415,651
Inventory		35,506		-		-		635,506		718,894		-		-		718,894
Prepayments and other assets		31,075		-		-		331,075		237,961		-		-		237,961
Assets held for sale	,	64,165		-		-		10,664,165		11,025,745		-		-		11,025,745
Notes receivable	8,4	12,250		-		-		8,412,250		8,412,250		-		-		8,412,250
Property and equipment–net:																
United States	8:	59,566		-		-		859,566		765,967		-		-		765,967
Other countries	80	01,982		-		-		801,982		908,095		-		-		908,095
Assets under gift annuity and trust agreements		-		5,313,920		297,362		5,611,282		-		5,135,418		372,788		5,508,206
Total Assets	\$ 37,6	72,073	\$	5,313,920	\$	297,362	\$	43,283,355	\$	35,867,240	\$	5,135,418	\$	372,788	\$	41,375,446
LIABILITIES AND NET ASSETS: Liabilities:																
Accounts payable and accrued expenses	\$ 1,33	30,291	\$	-	\$	-	\$	1,330,291	\$	929,054	\$	-	\$	-	\$	929,054
Contingent liability		86,850		-		-		786,850		786,850		-		-		786,850
Liabilities associated with assets held for sale	5,9	21,570		-		-		5,921,570		6,079,198		-		-		6,079,198
Deferred compensation benefits		69,164		-		-		469,164		852,351		-		-		852,351
Deferred gain on sale of assets	7,2	75,785		-		-		7,275,785		4,105,000		-		-		4,105,000
Liabilities under gift annuity																
and trust agreements		-		3,954,637		264,893		4,219,530				4,639,223		226,371		4,865,594
	15,73	83,660		3,954,637		264,893		20,003,190		12,752,453		4,639,223		226,371		17,618,047
Net assets:																
Unrestricted:																
Designated-education fund		-		-		-		-		55,119		-		-		55,119
Designated-annuity reserves		-		1,359,283		-		1,359,283		-		496,195		-		496,195
Equity in property and equipment	1,60	61,548		-		-		1,661,548		1,674,062		-		-		1,674,062
Operating	14,3	12,255		-		-		14,312,255		15,036,030		-		-		15,036,030
	15,9	73,803		1,359,283		-		17,333,086		16,765,211		496,195		-		17,261,406
Temporarily restricted:																
Projects	2,5	21,460		-		-		2,521,460		2,696,745		-		-		2,696,745
Missionary support	3,39	93,150		-		-		3,393,150		3,652,831		-		-		3,652,831
Irrevocable charitable trusts				-		32,469		32,469		-				146,417		146,417
		14,610		-		32,469		5,947,079		6,349,576		-		146,417		6,495,993
		88,413		1,359,283		32,469		23,280,165		23,114,787		496,195		146,417		23,757,399
Total Liabilities and Net Assets	\$ 37,6	72,073	\$	5,313,920	\$	297,362	\$	43,283,355	\$	35,867,240	\$	5,135,418	\$	372,788	\$	41,375,446

#### **Statements of Activities by Fund**

	Year Ended December 31,											
		20	13		20	012						
	Operating	Gift Annuity	Trusts	Total	Operating	Gift Annuity	Trusts	Total				
PUBLIC SUPPORT AND REVENUE:												
Public support:												
Contributions	\$ 13,533,956	\$ 29,808	\$ -	\$ 13,563,764	\$ 14,526,591	\$ 16,671	\$ -	\$ 14,543,262				
Donated goods and services	1,365,632	-	-	1,365,632	1,621,595	-	-	1,621,595				
	14,899,588	29,808	-	14,929,396	16,148,186	16,671	-	16,164,857				
Revenue:												
Hospital and medical service income	1,241,744	-	-	1,241,744	1,012,148	-	-	1,012,148				
Investment income	371,148	-	-	371,148	230,186	-	-	230,186				
Radio broadcast fees	237,516	-	-	237,516	291,162	-	-	291,162				
Change in value of annuities and trusts	-	833,280	(113,948)	719,332	-	(798,939)	4,150	(794,789)				
Gain on sale of assets	38,150	-	-	38,150	32,418	-	-	32,418				
Other income	732,183			732,183	647,267			647,267				
	2,620,741	833,280	(113,948)	3,340,073	2,213,181	(798,939)	4,150	1,418,392				
Total Public Support and Revenue	17,520,329	863,088	(113,948)	18,269,469	18,361,367	(782,268)	4,150	17,583,249				
EXPENSES:												
Program services:												
Media	7,499,485	-	-	7,499,485	7,646,835	_	-	7,646,835				
Healthcare	2,510,647	-	-	2,510,647	3,222,816	_	-	3,222,816				
Leadership development	1,801,746	-	-	1,801,746	1,857,232	_	-	1,857,232				
Missions awareness	1,819,725	-	-	1,819,725	1,492,915	-	-	1,492,915				
	13,631,603	-	-	13,631,603	14,219,798	-		14,219,798				
Supporting activities:												
General and administrative	3,568,228	-	-	3,568,228	3,047,319	_	-	3,047,319				
Fund-raising	786,231	-	-	786,231	736,309	_	-	736,309				
Ç	4,354,459			4,354,459	3,783,628			3,783,628				
Total Expenses	17,986,062	-	-	17,986,062	18,003,426	-	-	18,003,426				

(continued)

### Statements of Activities by Fund (continued)

Year Ended December 31,

	2013									2012							
	Operating	Gi	ft Annuity	y Trusts			Total	Operating		Gift Annuity		Trusts			Total		
Change in Net Assets From Continuing Operations	(465,733)		863,088		(113,948)		283,407		357,941		(782,268)		4,150		(420,177)		
Net Gain (Loss) on Discontinued Operations	 (760,641)						(760,641)		850,871				-		850,871		
Change in Net Assets	(1,226,374)		863,088		(113,948)		(477,234)		1,208,812		(782,268)		4,150		430,694		
Net Assets, Beginning of Year, as Previously Stated	23,114,787		496,195		146,417		23,757,399		21,467,607		1,278,463		142,267		22,888,337		
Prior Period Adjustment	 								438,368						438,368		
Net Assets, Beginning of Year, as Restated	 23,114,787		496,195		146,417		23,757,399		21,905,975		1,278,463		142,267		23,326,705		
Net Assets, End of Year	\$ 21,888,413	\$	1,359,283	\$	32,469	\$	23,280,165	\$	23,114,787	\$	496,195	\$	146,417	\$	23,757,399		