

COMBINING AND COMBINED FINANCIAL STATEMENTS

FOR THE YEAR ENDED DECEMBER 31, 2011







INDEPENDENT AUDITORS' REPORT

The Boards of Directors Cross Catholic Outreach, Inc. Cross International, Inc. Pompano Beach, Florida

We have audited the accompanying combining statement of financial position of Cross Catholic Outreach, Inc. and Cross International, Inc. ("the Organizations") as of December 31, 2011, and the related individual and combined statements of activities, combining cash flows and individual functional expenses for the year then ended. These combining and combined financial statements are the responsibility of the Organizations' management. Our responsibility is to express an opinion on these combining and combined financial statements based on our audit.

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 audit to obtain reasonable assurance about whether the combining and combined financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the combining and combined financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall combining and combined financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the combining and combined financial statements referred to above present fairly, in all material respects, the combining financial position of Cross Catholic Outreach, Inc. and Cross International, Inc. as of December 31, 2011, the combining and combined changes in their net assets and their combining cash flows and functional expenses for the year then ended, in conformity with accounting principles generally accepted in the United States of America.

Batts Morrison Wales & Lee, P.A.
BATTS MORRISON WALES & LEE, P.A.

Orlando, Florida June 6, 2012

COMBINING STATEMENT OF FINANCIAL POSITION December 31, 2011

	0	Cross Catholic utreach, Inc.	Inte	Cross ernational, Inc.	Eliminations	Combined Total
Cash and cash equivalents Inventories Due from affiliate Other assets Investments restricted to endowment Property and equipment, net	\$	3,958,207 — 4,022,598 816,769 — 240,493	\$	2,087,976 1,156,470 — 659,651 233,000 119,165	\$ (4,022,598) 	\$ 6,046,183 1,156,470 — 1,476,420 233,000 359,658
Total assets	\$	9,038,067	\$	4,256,262	\$ (4,022,598)	\$ 9,271,731
LIABILITIES Accounts payable and accrued expenses Note payable Due to affiliate Total liabilities	\$	614,916 409,004 — 1,023,920	\$	73,920 — 4,022,598 4,096,518	\$ 	\$ 688,836 409,004 — 1,097,840
NET ASSETS Unrestricted Temporarily restricted Permanently restricted	_	7,241,264 772,883 —		(1,058,915) 985,659 233,000	 _ _ _	 6,182,349 1,758,542 233,000
Total net assets		8,014,147		159,744	 	 8,173,891
Total liabilities and net assets	\$	9,038,067	\$	4,256,262	\$ (4,022,598)	\$ 9,271,731

CROSS CATHOLIC OUTREACH, INC. STATEMENT OF ACTIVITIES For The Year Ended December 31, 2011

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Public support and revenue: Noncash contributions	\$ 119,622,059	\$ —	\$ —	\$ 119,622,059
Cash contributions	9,497,376	8,988,682	_	18,486,058
Other revenue	152,214			152,214
Total public support and revenue	129,271,649	8,988,682	_	138,260,331
Net assets released from time and use restrictions	8,801,242	(8,801,242)		
Total public support and revenue and	400.050.004	405.440		400.000.004
net assets released from restrictions	138,072,891	187,440		138,260,331
EXPENSES				
Program activities	129,528,001	_	_	129,528,001
Management and general activities	4,235,338	_	_	4,235,338
Fund raising activities	3,929,360			3,929,360
Total expenses	137,692,699			137,692,699
CHANGE IN NET ASSETS	380,192	187,440	_	567,632
NET ASSETS - Beginning of year	6,861,072	585,443		7,446,515
NET ASSETS - End of year	\$ 7,241,264	\$ 772,883	\$ —	\$ 8,014,147

CROSS INTERNATIONAL, INC. STATEMENT OF ACTIVITIES For The Year Ended December 31, 2011

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Public support and revenue: Noncash contributions Cash contributions Grant revenue Other revenue	\$ 60,073,532 1,148,273 — 6,199	\$ — 4,972,934 1,412,198 —	\$ 	\$ 60,073,532 6,121,207 1,412,198 6,199
Total public support and revenue	61,228,004	6,385,132	_	67,613,136
Net assets released from time and use restrictions	6,309,697	(6,309,697)		
Total public support and revenue and net assets released from restrictions	67,537,701	75,435		67,613,136
EXPENSES				
Program activities	65,250,795	_	_	65,250,795
Management and general activities	950,251	_	_	950,251
Fund raising activities	1,955,372	_ _	_ _	1,955,372
Total expenses	68,156,418			68,156,418
CHANGE IN NET ASSETS	(618,717)	75,435	_	(543,282)
NET ASSETS - Beginning of year	(440,198)	910,224	233,000	703,026
NET ASSETS - End of year	\$ (1,058,915)	<u>\$ 985,659</u>	\$ 233,000	\$ 159,744

COMBINED STATEMENT OF ACTIVITIES For The Year Ended December 31, 2011

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Public support and revenue:				
Noncash contributions	\$ 179,695,591	\$ —	\$ —	\$ 179,695,591
Cash contributions	10,645,649	13,961,616	_	24,607,265
Grant revenue	_	1,412,198	_	1,412,198
Other revenue	158,413			158,413
Total public support and revenue	190,499,653	15,373,814	_	205,873,467
Net assets released from time and use restrictions	15,110,939	(15,110,939)		
Total public support and revenue and				
net assets released from restrictions	205,610,592	262,875		205,873,467
EXPENSES				
Program activities	194,778,796	_	_	194,778,796
Management and general activities	5,185,589	_	_	5,185,589
Fund raising activities	5,884,732			5,884,732
Total expenses	205,849,117			205,849,117
CHANGE IN NET ASSETS	(238,525)	262,875	_	24,350
NET ASSETS - Beginning of year	6,420,874	1,495,667	233,000	8,149,541
NET ASSETS - End of year	\$ 6,182,349	\$ 1,758,542	\$ 233,000	\$ 8,173,891

COMBINING STATEMENT OF CASH FLOWS For The Year Ended December 31, 2011

	0	Cross Catholic Outreach, Inc.	Inte	Cross	Elir	minations		Combined Total
OPERATING CASH FLOWS	¢	10.406.050	ф	F (01 207	ф		ď	24.007.265
Cash from contributions Cash received from grants	\$	18,486,058	\$	5,601,207	\$	_	\$	24,087,265 1,412,198
Cash from other sources		 152,214		1,412,198 6,199		_		1,412,198
Cash paid for operating activities and costs		(18,874,629)		(7,974,331)		_		(26,848,960)
cash paid for operating activities and costs		(10,074,029)		(7,974,331)				(20,040,700)
Net operating cash flows	_	(236,357)		(954,727)				(1,191,084)
INVESTING CASH FLOWS Purchases of and improvements to property and								
equipment		(161,662)		(35,097)				(196,759)
Net investing cash flows		(161,662)		(35,097)				(196,759)
FINANCING CASH FLOWS								
Borrowings on note payable		500,000		_		_		500,000
Repayments of principal		(90,996)	-					(90,996)
Net financing cash flows		409,004						409,004
NET CHANGE IN CASH AND CASH EQUIVALENTS		10,985		(989,824)		_		(978,839)
CASH AND CASH EQUIVALENTS - Beginning of year		3,947,222		3,077,800				7,025,022
CASH AND CASH EQUIVALENTS - End of year	\$	3,958,207	\$	2,087,976	\$		\$	6,046,183
RECONCILIATION OF CHANGE IN NET ASSETS TO								
NET OPERATING CASH FLOWS								
Change in net assets	\$	567,632	\$	(543,282)	\$	_	\$	24,350
Adjustments to reconcile change in net assets to net operating cash flows:								
Depreciation		66,216		30,085		_		96,301
Change in inventories		_		(616,470)		_		(616,470)
Change in due to/from affiliate		(400,491)		400,491		_		_
Change in other assets		(680,792)		(212,024)		_		(892,816)
Change in accounts payable and accrued expenses		211,078		(13,527)				197,551
Net operating cash flows	\$	(236,357)	\$	(954,727)	\$		\$	(1,191,084)

CROSS CATHOLIC OUTREACH, INC.

STATEMENT OF FUNCTIONAL EXPENSES For The Year Ended December 31, 2011

	Program activities										Supporting activities						
	Medical, other as	food and		roject elopment		Missions education		tal program activities		lanagement and general	Fı	and raising		al supporting activities	То	tal expenses	
Salaries		345,422 101,223	\$	463,041 80,695	\$	1,514,185 191,908	\$	2,322,648 373,826	\$	1,664,240 523,953	\$	1,283,847 108,752	\$	2,948,087 632,705	\$	5,270,735 1,006,531	
Employee benefits Payroll taxes		28,155		32,076		42,514		102,745		164,442		54,470		218,912		321,657	
Total personnel-related expenses		474,800		575,812		1,748,607		2,799,219		2,352,635		1,447,069		3,799,704		6,598,923	
Goods distributed	119,	169,084		_		_		119,169,084		_		_		_		119,169,084	
Grants		_		5,422,177		_		5,422,177		_		_		_		5,422,177	
Printing				_		287,409		287,409		17,454		989,692		1,007,146		1,294,555	
Postage		775		105		36,275		37,155		146,963		636,999		783,962		821,117	
Occupancy		189,090		14,476		1,251		204,817		526,250		21,105		547,355		752,172	
Travel		18,092		121,405		479,221		618,718		17,753		92,086		109,839		728,557	
Shipping expenses		673,946		_		_		673,946		_		_		_		673,946	
Data processing		2,544		_		_		2,544		529,200		69,142		598,342		600,886	
Advertising and solicitation		_		156		2,750		2,906		11,354		483,573		494,927		497,833	
Contractors and consultants		43,458		42,427		27,000		112,885		193,915		115,567		309,482		422,367	
Other expenses		3,249		37,185		18,029		58,463		172,885		73,099		245,984		304,447	
Merchant processing and bank fees		_		_		_		_		149,306		_		149,306		149,306	
Product acquisition fees		138,108		_		_		138,108		_		_		_		138,108	
Professional services						570		570		117,623		1,028		118,651		119,221	
Total	\$ 120,7	713,146	\$ (6,213,743	\$	2,601,112	\$ 1	29,528,001	\$	4,235,338	\$	3,929,360	\$	8,164,698	\$ 1	37,692,699	

CROSS INTERNATIONAL, INC.

STATEMENT OF FUNCTIONAL EXPENSES For The Year Ended December 31, 2011

	Program activities														
	Medical, f		de	Project velopment		Missions education		al program ctivities		nagement d general	Fu	nd raising	al supporting activities	To	otal expenses
Salaries Employee benefits		.00,326 20,809	\$	185,372 51,412	\$	84,763 10,111	\$	370,461 82,332	\$	342,144 63,840	\$	464,982 44,140	\$ 807,126 107,980	\$	1,177,587 190,312
Payroll taxes		8,047		14,208		6,861		29,116		34,135		29,143	 63,278	_	92,394
Total personnel-related expenses	1	29,182		250,992		101,735		481,909		440,119		538,265	978,384		1,460,293
Goods distributed	59,4	77,300		_		_		59,477,300		_		_	_		59,477,300
Grants		_		3,784,030		_		3,784,030				_			3,784,030
Airtime		_		· · · —		501,310		501,310				501,310	501,310		1,002,620
Shipping expenses	4	09,760				183		409,943				684	684		410,627
Other expenses		59,544		34,084		10,962		104,590		163,602		82,425	246,027		350,617
Postage		300		20		4,877		5,197		31,023		284,245	315,268		320,465
Printing		_				10,685		10,685		4,442		293,235	297,677		308,362
PEPFAR expenses		_		243,102		_		243,102		·—		· —	· —		243,102
Travel		4,476		65,560		52,203		122,239		2,946		70,965	73,911		196,150
Advertising and solicitation		_		32		425		457		44,723		132,379	177,102		177,559
Occupancy		54,630		4,286		302		59,218		91,629		1,192	92,821		152,039
Contractors and consultants		8,901		39,607		750		49,258		58,209		36,626	94,835		144,093
Data processing		521		<u> </u>		1,036		1,557		113,558		14,046	 127,604		129,161
Total	\$ 60,14	44,614	\$	4,421,713	\$	684,468	\$ 6	55,250,795	\$	950,251	\$	1,955,372	\$ 2,905,623	\$	68,156,418

NOTES TO COMBINING AND COMBINED FINANCIAL STATEMENTS
December 31, 2011

NOTE A - NATURE OF ACTIVITIES

Cross Catholic Outreach, Inc. ("CCO") and Cross International, Inc. ("CI") were established in 2001 as Florida not-for-profit corporations. Together, CCO and CI form The Cross International Alliance ("the Alliance"). The purpose of the Alliance is to carry out humanitarian efforts in the form of providing medical needs, housing, clothing, food, education and other assistance to relieve suffering and poverty throughout the world. CCO also identifies, mobilizes and fosters relationships with volunteers to involve people in the advancement of the Alliance's purpose. CCO works predominantly with Catholic churches and Catholics around the world. CI works predominantly with Protestant churches and Protestants around the world.

The accompanying combining and combined financial statements include the accounts of CCO and CI, which operate under common management.

CI is an accredited member of ECFA, a national accrediting organization in the areas of financial integrity, transparency, accountability and governance.

Collectively, CCO and CI are referred to herein as "the Organizations."

NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Restricted and unrestricted revenue and support

Contributions received are recorded as unrestricted, temporarily restricted or permanently restricted support, depending on the existence and/or nature of any donor restrictions. Donor-restricted support is reported as an increase in temporarily or permanently restricted net assets, depending on the nature of the restrictions. When a restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), temporarily restricted net assets are reclassified to unrestricted net assets and reported in the individual and combined statements of activities as "net assets released from time and use restrictions." Contributions of noncash assets are recorded at estimated fair value on the date of the gift.

Cash and cash equivalents

The Organizations consider investment instruments purchased or donated with original maturities of three months or less to be cash equivalents.

Inventories

Inventories consist of humanitarian relief goods which were not yet distributed to beneficiaries as of December 31, 2011. Inventories are recorded at estimated fair value on the date of the gift.

Investments restricted to endowment

Investments restricted to endowment held by CI consist of amounts invested in a mutual fund, distributions from which are required to be used for food and medicinal aid.

Property and equipment

Property and equipment are stated at cost, if purchased, or estimated fair value on the date of donation, if donated. Depreciation is computed using either the straight-line method or accelerated methods over the estimated useful lives of the respective assets.

Temporarily restricted net assets

Temporarily restricted net assets consist primarily of amounts held by the Organizations for use toward specific projects. The Organizations satisfy certain use restrictions by distributing donated gifts in-kind. However, the Organizations strive to use at least 50% of restricted cash gifts in carrying out the related project.

NOTES TO COMBINING AND COMBINED FINANCIAL STATEMENTS December 31, 2011

NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Income taxes

The Organizations are exempt from federal income tax as organizations described in Section 501(c)(3) of the Internal Revenue Code and from state income tax pursuant to Florida law. The Organizations are further classified as public charities and not private foundations for federal tax purposes. The Organizations have not incurred unrelated business income taxes. As a result, no income tax provision or liability has been provided for in the accompanying combining and combined financial statements. The Organizations have not taken any material uncertain tax positions for which the associated tax benefits may not be recognized under accounting principles generally accepted in the United States of America.

Use of estimates

Management uses estimates and assumptions in preparing the combining and combined financial statements. Those estimates and assumptions affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities and reported revenues and expenses. Significant estimates used in preparing these financial statements include those related to the estimated fair value of noncash contributions. Actual results could differ from the estimates.

Subsequent events

The Organizations have evaluated for possible financial reporting and disclosure subsequent events through June 6, 2012, the date as of which the combining and combined financial statements were available to be issued.

NOTE C - CONCENTRATIONS

The Organizations maintain their cash and cash equivalents in deposit accounts which may not be federally insured, may exceed federally insured limits or may be insured by an entity other than an agency of the federal government. The Organizations have not experienced any losses in such accounts, and believe they are not exposed to any significant credit risk related to cash and cash equivalents.

During 2011, approximately 93% and 92% of noncash contribution revenue for CCO and CI, respectively, were sourced from each organization's three largest donors.

NOTE D - PROPERTY AND EQUIPMENT

Property and equipment consisted of the following:

Category	CCO	CI
Leasehold improvements Furniture and equipment	\$ 29,176 <u>479,563</u>	\$ 83,605 <u>205,551</u>
Total property and equipment	508,739	289,156
Less: Accumulated depreciation	(268,246)	(169,991)
Net property and equipment	\$ 240,493	\$ 119,16 <u>5</u>

Depreciation expense was \$66,216 for CCO and \$30,085 for CI for 2011.

NOTES TO COMBINING AND COMBINED FINANCIAL STATEMENTS
December 31, 2011

NOTE E - NOTE PAYABLE

During 2011, CCO established a \$500,000 non-revolving line of credit with a bank. Monthly payments of approximately \$32,000 including principal and interest at 5.5% per annum commenced October 2011 and continue until maturity in January 2013. The line of credit is unsecured and contains various covenants. As of December 31, 2011, there was an outstanding balance of \$409,004 under the line of credit. Interest expensed and paid during 2011 was approximately \$11,000. Approximately \$377,000 and \$32,000 in principal is due during 2012 and 2013, respectively.

NOTE F - RESTRICTIONS ON NET ASSETS

Temporarily restricted net asset activity during 2011 for CCO was as follows:

		Balance January 1	<u>Co</u>	ntributions	<u>Dis</u>	sbursements	 llance mber 31
Food, water and medicinal aid	\$	68,104	\$	3,700,605	\$	(3,426,848)	\$ 341,861
Disaster, educational and other aid Aid to orphans and vulnerable		455,581		1,998,065		(2,236,392)	217,254
children		200		2,173,551		(2,063,751)	110,000
Housing-related aid	_	61,558		<u>1,116,461</u>		(1,074,251)	 103,768
Total	\$	585,443	\$	8,988,682	\$	(8,801,242)	\$ 772,883

Temporarily restricted net asset activity during 2011 for CI was as follows:

	 Balance January 1	<u>Cc</u>	ontributions	<u>Di</u>	<u>sbursements</u>	<u>D</u>	Balance ecember 31
Food, water and medicinal aid Disaster, educational and other	\$ 33,043	\$	930,186	\$	(910,041)	\$	53,188
aid Aid to orphans and vulnerable	864,765		3,346,883		(3,337,095)		874,553
children Housing-related aid	 — 12,416		2,034,997 73,066		(1,982,997) (79,564)		52,000 5,918
Total	\$ 910,224	\$	6,385,132	\$	(6,309,697)	\$	985,659

Permanently restricted net assets consist of an endowment held by CI, distributions from which are restricted for food and medicinal aid.

NOTE G - NONCASH CONTRIBUTIONS

The Organizations receive donations of food, water, medicine and other supplies for use in relieving suffering and poverty throughout the world. Noncash contributions are recognized as revenue at their estimated fair value on the date the gifts are received and are recognized as expenses when the related gifts are distributed to the end user or the date upon which the Organizations no longer exercise practical control over the gifts. Pharmaceutical noncash contributions are generally valued using "average wholesale price" according to the Red Book, a well-known industry pricing guide. Non-pharmaceutical noncash contributions, such as clothing, building supplies, food and water, are generally valued at 65% of the retail price for new items and 33% of the retail price for used items. The Organizations consider the valuation practices used for noncash contributions to be consistent with industry standards.

NOTES TO COMBINING AND COMBINED FINANCIAL STATEMENTS December 31, 2011

NOTE H - RETIREMENT PLAN

CI has adopted a 401(k) Profit Sharing Plan ("the Plan") for the benefit of the Organizations' employees. All employees meeting the Plan's eligibility requirements may participate in the Plan. The Organizations contributed approximately \$96,000 to the Plan during 2011.

NOTE I - FUNDRAISING ACTIVITIES

During 2011, CI incurred joint costs in the approximate amount of \$1,003,000, for informational activities which included fundraising appeals in connection with CI's exempt purposes. Of those costs, approximately \$501,500 were allocated to fundraising expense and approximately \$501,500 were allocated to missions education expense.

NOTE I - OPERATING LEASES

The Organizations lease building space and equipment under operating lease agreements. Total rent expense for all operating leases for 2011 (including common area charges and short-term rentals) amounted to approximately \$404,000 for CCO and \$61,000 for CI.

Future minimum rental payments under noncancellable operating leases are approximately as follows:

Year Ending <u>December 31.</u>	
2012	\$ 462,000
2013	456,000
2014	409,000
2015	409,000
2016	371,000
Total	<u>\$ 2,107,000</u>