



Batts Morrison
Wales & Lee

CERTIFIED PUBLIC ACCOUNTANTS®

Cross International, Inc.

Financial Statements

For The Years Ended June 30, 2024 and 2023



Batts Morrison
Wales & Lee

CERTIFIED PUBLIC ACCOUNTANTS®

REPORT OF INDEPENDENT AUDITOR

The Board of Directors
Cross International, Inc.
Pompano Beach, Florida

Opinion

We have audited the accompanying financial statements of Cross International, Inc. (“the Organization”), which consist of the statements of financial position as of June 30, 2024 and 2023, and the related statements of activities, cash flows, and functional expenses for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Cross International, Inc. as of June 30, 2024 and 2023, the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditor’s Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Organization and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

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

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Organization’s ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

Auditor’s Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements are free from material misstatement, whether due to fraud or error, and to issue an auditor’s report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risk of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.

Batts Morrison Wales & Lee, P.A. • Certified Public Accountants

Offices | Orlando • Dallas
800.960.0803 • www.NonprofitCPA.com
Keeping Watch for Nonprofits Across the United States®

- Obtain an understanding of internal control relevant to the audit 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 Organization's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Organization's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

Batts Morrison Wales & Lee, P.A.

BATTS MORRISON WALES & LEE, P.A.

Orlando, Florida

February 10, 2025

CROSS INTERNATIONAL, INC.
STATEMENTS OF FINANCIAL POSITION

ASSETS

	June 30,	
	2024	2023
ASSETS		
Cash and cash equivalents	\$ 3,567,016	\$ 2,496,346
Cash restricted for long-term purposes	263,000	263,000
Inventory	5,166,791	11,931,972
Other assets	117,515	147,367
Total assets	\$ 9,114,322	\$ 14,838,685

LIABILITIES AND NET ASSETS

LIABILITIES		
Accounts payable and accrued expenses	\$ 265,311	\$ 293,836
Goods distributed in transit	5,166,791	11,921,972
Note payable	71,142	172,133
Total liabilities	5,503,244	12,387,941
NET ASSETS		
Without donor restrictions	1,215,118	668,913
With donor restrictions	2,395,960	1,781,831
Total net assets	3,611,078	2,450,744
Total liabilities and net assets	\$ 9,114,322	\$ 14,838,685

The Accompanying Notes are an Integral
Part of These Financial Statements

CROSS INTERNATIONAL, INC.
STATEMENTS OF ACTIVITIES

For The Years Ended June 30.

	2024		2023	
	Without Donor Restrictions	With Donor Restrictions	Without Donor Restrictions	With Donor Restrictions
	Total	Total	Total	Total
PUBLIC SUPPORT AND REVENUE AND NET ASSETS RELEASED FROM RESTRICTIONS				
Noncash contributions	\$ 93,037,296	\$ —	\$ 93,037,296	\$ —
Cash contributions	5,800,636	4,135,103	4,937,140	3,699,195
Other revenue, net	111,513	—	183,734	—
Net assets released from time and use restrictions	3,520,974	(3,520,974)	3,299,568	(3,299,568)
	<u>102,470,419</u>	<u>614,129</u>	<u>103,084,548</u>	<u>399,627</u>
Total public support and revenue and net assets released from restrictions			98,979,009	99,378,636
EXPENSES				
Program activities				
Health, food, and other assistance	93,483,919	—	91,002,291	—
Project development	5,076,919	—	5,279,161	—
Missions education	341,418	—	359,558	—
	<u>98,902,256</u>	<u>—</u>	<u>96,641,010</u>	<u>—</u>
Total program activities			96,641,010	96,641,010
Supporting activities				
Management and general	1,485,132	—	1,301,658	—
Fundraising	1,536,826	—	1,449,716	—
	<u>3,021,958</u>	<u>—</u>	<u>2,751,374</u>	<u>—</u>
Total supporting activities			2,751,374	2,751,374
	<u>101,924,214</u>	<u>—</u>	<u>99,392,384</u>	<u>99,392,384</u>
CHANGE IN NET ASSETS			(413,375)	399,627
NET ASSETS - Beginning of year	546,205	614,129	1,160,334	(13,748)
	<u>668,913</u>	<u>1,781,831</u>	<u>2,450,744</u>	<u>1,382,204</u>
NET ASSETS - End of year	\$ 1,215,118	\$ 2,395,960	\$ 3,611,078	\$ 1,781,831
	<u>\$ 1,215,118</u>	<u>\$ 2,395,960</u>	<u>\$ 668,913</u>	<u>\$ 1,781,831</u>
	<u>\$ 2,450,744</u>	<u>\$ 2,450,744</u>	<u>\$ 2,450,744</u>	<u>\$ 2,450,744</u>

The Accompanying Notes are an Integral
Part of These Financial Statements

CROSS INTERNATIONAL, INC.
STATEMENTS OF CASH FLOWS

	For The Years Ended	
	June 30,	
	2024	2023
OPERATING CASH FLOWS		
Cash received from contributors	\$ 9,935,739	\$ 8,606,335
Cash received from other sources	111,513	183,734
Cash paid for operating activities and costs	(8,849,182)	(8,715,925)
Net operating cash flows	1,198,070	74,144
INVESTING CASH FLOWS		
Purchases of and improvements to property and equipment, net	(26,409)	(18,476)
Net investing cash flows	(26,409)	(18,476)
FINANCING CASH FLOWS		
Contributions restricted to endowment	—	30,000
Repayments of notes payable	(100,991)	(34,466)
Net financing cash flows	(100,991)	(4,466)
NET CHANGE IN CASH, CASH EQUIVALENTS, AND RESTRICTED CASH	1,070,670	51,202
CASH, CASH EQUIVALENTS, AND RESTRICTED CASH - Beginning of year	2,759,346	2,708,144
CASH, CASH EQUIVALENTS, AND RESTRICTED CASH - End of year	\$ 3,830,016	\$ 2,759,346
REPORTED IN THE STATEMENTS OF FINANCIAL POSITION AS FOLLOWS		
Cash and cash equivalents	\$ 3,567,016	\$ 2,496,346
Cash restricted for long-term purposes	263,000	263,000
Total cash, cash equivalents, and restricted cash	\$ 3,830,016	\$ 2,759,346

The Accompanying Notes are an Integral
Part of These Financial Statements

CROSS INTERNATIONAL, INC.
STATEMENT OF FUNCTIONAL EXPENSES
For The Year Ended June 30, 2024

	Program activities				Supporting activities			Total expenses
	Health, food, and other assistance	Project development	Missions education	Total program	Management and general	Fundraising	Total supporting	
Salaries	\$ 92,745	\$ 871,062	\$ 49,474	\$ 1,013,281	\$ 680,282	\$ 496,511	\$ 1,176,793	\$ 2,190,074
Employee benefits	17,567	227,020	492	245,079	115,502	140,441	255,943	501,022
Payroll taxes	7,809	86,359	4,815	98,983	51,213	41,979	93,192	192,175
Total personnel-related expenses	118,121	1,184,441	54,781	1,357,343	846,997	678,931	1,525,928	2,883,271
Goods distributed	93,047,296	—	—	93,047,296	—	—	—	93,047,296
Grants	—	3,644,734	—	3,644,734	—	—	—	3,644,734
Airtime	—	—	283,982	283,982	—	283,982	283,982	567,964
Contractors and consultants	—	77,104	—	77,104	59,583	255,608	315,191	392,295
Other expenses	35,339	106,914	509	142,762	186,881	61,890	248,771	391,533
Shipping expenses	242,112	—	—	242,112	—	—	—	242,112
Professional services	—	—	—	—	202,595	—	202,595	202,595
Travel	6,951	22,507	1,279	30,737	22,577	74,943	97,520	128,257
Software	—	—	—	—	84,697	—	84,697	84,697
Advertising and solicitation	—	41,219	—	41,219	—	41,219	41,219	82,438
Merchant processing and bank fees	—	—	—	—	—	75,569	75,569	75,569
Postage	—	—	867	867	1,884	46,662	48,546	49,413
Occupancy	—	—	—	—	40,154	—	40,154	40,154
Product acquisition fees	34,100	—	—	34,100	—	—	—	34,100
Property insurance	—	—	—	—	30,769	—	30,769	30,769
Printing	—	—	—	—	—	18,022	18,022	18,022
Office supplies	—	—	—	—	8,995	—	8,995	8,995
Total	\$ 93,483,919	\$ 5,076,919	\$ 341,418	\$ 98,902,256	\$ 1,485,132	\$ 1,536,826	\$ 3,021,958	\$ 101,924,214

The Accompanying Notes are an Integral
Part of These Financial Statements

CROSS INTERNATIONAL, INC.
STATEMENT OF FUNCTIONAL EXPENSES
For The Year Ended June 30, 2023

	Program activities				Supporting activities			Total expenses
	Health, food, and other assistance	Project development	Missions education	Total program	Management and general	Fundraising	Total supporting	
Salaries	\$ 89,943	\$ 726,890	\$ 54,494	\$ 871,327	\$ 680,058	\$ 477,716	\$ 1,157,774	\$ 2,029,101
Employee benefits	24,160	170,260	7,042	201,462	130,744	121,092	251,836	453,298
Payroll taxes	7,442	60,007	4,703	72,152	52,826	40,073	92,899	165,051
Total personnel-related expenses	121,545	957,157	66,239	1,144,941	863,628	638,881	1,502,509	2,647,450
Goods distributed	90,548,567	—	—	90,548,567	—	—	—	90,548,567
Grants	—	3,726,607	—	3,726,607	—	—	—	3,726,607
Airtime	—	—	270,718	270,718	—	270,718	270,718	541,436
Contractors and consultants	—	276,872	6,000	282,872	38,632	162,627	201,259	484,131
Other expenses	11,578	114,642	128	126,348	178,955	49,270	228,225	354,573
Shipping expenses	297,386	—	—	297,386	—	—	—	297,386
Travel	—	65,389	9,828	75,217	30,217	57,324	87,541	162,758
Advertising and solicitation	—	79,149	—	79,149	—	68,389	68,389	147,538
Professional services	—	17,839	—	17,839	78,571	19,956	98,527	116,366
Merchant processing and bank fees	—	—	—	—	—	107,332	107,332	107,332
Software	—	16,905	5,756	22,661	28,662	28,978	57,640	80,301
Postage	215	24,601	889	25,705	1,550	25,496	27,046	52,751
Occupancy	—	—	—	—	38,734	—	38,734	38,734
Property insurance	—	—	—	—	29,349	—	29,349	29,349
Product acquisition fees	23,000	—	—	23,000	—	—	—	23,000
Printing	—	—	—	—	—	—	—	—
Office supplies	—	—	—	—	—	20,745	20,745	20,745
					13,360	—	13,360	13,360
Total	\$ 91,002,291	\$ 5,279,161	\$ 359,558	\$ 96,641,010	\$ 1,301,658	\$ 1,449,716	\$ 2,751,374	\$ 99,392,384

The Accompanying Notes are an Integral
Part of These Financial Statements

CROSS INTERNATIONAL, INC.
NOTES TO FINANCIAL STATEMENTS

NOTE A – NATURE OF ACTIVITIES

Cross International, Inc. (“the Organization”) was established in 2001 as a Florida not-for-profit corporation with its mission to mobilize the global Church to transform the poor and their communities materially and spiritually for the glory of Jesus Christ. Protestant churches located in Africa, the Caribbean, Latin America, and Southeast Asia are key beneficiaries. These ministries have dreams of helping the poor in their communities, but they lack the resources or funds needed to realize their goals. The Organization was created to empower these ministries by funding water and housing projects, providing food to feeding centers, medicines to clinics, educational materials to schools, and other specific commodities to outreaches of various kinds. The Organization also assists with operating expenses, including providing funding for teachers to schools and local crews for building construction. In this way, the Organization makes effective use of existing infrastructure by better utilizing the buildings and staff already in place overseas.

The Organization is an accredited member of the Evangelical Council for Financial Accountability, a national accrediting organization with standards in the areas of financial accountability, transparency, fundraising, and board governance.

NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Revenue recognition

The Organization recognizes cash contributions as revenue when the contributions are received by the Organization. Contributions received are recorded as without or with donor restrictions depending on the existence and/or nature of any donor restrictions. When a restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the accompanying 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 Organization considers investment instruments purchased or donated with original maturities of three months or less to be cash and cash equivalents.

Cash restricted for long-term purposes

Cash restricted for long-term purposes is restricted for an endowment, distributions from which are required to be used for food and medicinal aid.

Inventory

Inventory consists primarily of humanitarian goods which were not yet distributed to beneficiaries as of June 30, 2024 and 2023. Inventory is recorded at estimated fair value on the date of the gift. Inventory which has been shipped, but for which legal title has not yet passed from the Organization to the intended beneficiaries, is included in “goods distributed in transit” liability.

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. Property and equipment are included in “other assets” in the accompanying statements of financial position.

Leases

The Organization is party to certain lease agreements granting it the right to use certain facilities and office equipment granted under the lease agreements. The Organization assesses whether an arrangement qualifies as a lease at inception and only reassesses its determination if the terms and conditions of the arrangement are changed. Leases with an initial term of greater than twelve months which are immaterial to the overall financial statements or leases of twelve months or less are not

CROSS INTERNATIONAL, INC.
NOTES TO FINANCIAL STATEMENTS

NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Leases (continued)

recorded in the accompanying statements of financial position. Lease expense is recognized for those leases on a straight-line basis over the lease term.

Net assets

Net assets without donor restrictions are available for use at the discretion of the Board of Directors and/or management for general operating purposes. Net assets with donor restrictions consist of funds held for an endowment and amounts held by the Organization for use toward specific projects.

Noncash contributions

The Organization receives donations of medicines, medical supplies, food, water, disaster relief supplies, and other supplies and utilizes such donations for use in relieving suffering and poverty throughout the world through its various program activities. Noncash contributions are not monetized. Unless otherwise noted, noncash contributions do not have donor-imposed restrictions. Noncash contributions are recognized as revenue at 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 Organization no longer exercises practical control over the gifts. Pharmaceutical noncash contributions are generally valued using “wholesale acquisition cost” when available or 80% of the “average wholesale price” according to Red Book, a well-known industry pricing guide for pharmaceuticals sold in the United States. 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 25% of the retail price for used items. The Organization considers the valuation practices used for noncash contributions to be consistent with industry standards.

Functional allocation of expenses

The statements of functional expenses present expenses by function and natural classification. Expenses directly attributable to a specific functional area are reported as expenses of those functional areas. Indirect costs that benefit multiple functional areas are allocated among the various functional areas based primarily on employee time and space utilization.

Income taxes

The Organization is exempt from federal income tax as an organization described in Section 501(c)(3) of the Internal Revenue Code and is generally exempt from applicable state income taxes. The Organization is further classified as a public charity and not a private foundation for federal tax purposes. The Organization has not incurred unrelated business income taxes. As a result, no income tax provision or liability has been provided for in the accompanying financial statements.

Use of estimates

Management uses estimates and assumptions in preparing the accompanying 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 the estimated fair value of noncash contributions. Actual results could differ from the estimates.

Subsequent events

The Organization has evaluated for possible financial reporting and disclosure subsequent events through the date of the report of independent auditor, the date as of which the accompanying financial statements were available to be issued.

CROSS INTERNATIONAL, INC.
NOTES TO FINANCIAL STATEMENTS

NOTE C – LIQUIDITY AND AVAILABILITY OF RESOURCES

Financial assets available for general expenditure within one year of the date of the statements of financial position are as follows:

Category	June 30,	
	2024	2023
Cash and cash equivalents	\$ 3,567,016	\$ 2,496,346
Cash restricted for long-term purposes	263,000	263,000
Total financial assets available within one year	3,830,016	2,759,346
Less:		
Amounts unavailable for general expenditure within one year, due to donor imposed restrictions	(263,000)	(263,000)
Net financial assets available within one year	\$ 3,567,016	\$ 2,496,346

The Organization is primarily supported by contributions. As part of the Organization’s liquidity management, it structures its financial assets to be available as its general expenditures, liabilities, and other obligations come due. The Organization has certain donor-restricted net assets that are available for general expenditure within one year, because the restrictions on the net assets are expected to be met by conducting the normal activities of the Organization’s programs in the coming year. Accordingly, the related resources have been included in the quantitative information detailing the financial assets available to meet general expenditures within one year. The Organization also has assets limited to use for long-term donor-restricted purposes. Because a donor’s restriction requires resources to be used in a specific manner or in a future period, the Organization must maintain sufficient resources to meet its responsibilities to its donors. Thus those financial assets may not be available for general expenditure within one year, and are excluded from net financial assets available to meet general expenditures within one year. Management believes the Organization has sufficient financial assets available for general operations that may be drawn upon in the event of unanticipated financial distress or immediate liquidity need.

NOTE D – CONCENTRATIONS

The Organization maintains its 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 Organization has not experienced any losses in such accounts, and believes it is not exposed to any significant credit risk related to cash and cash equivalents. During the years ended June 30, 2024 and 2023, approximately 96% and 99% of total noncash contribution revenue was sourced from the Organization’s largest three donors and four donors, respectively.

NOTE E – NOTE PAYABLE

Notes payable consisted of the following:

	June 30,	
	2024	2023
Note payable to Cross Catholic Outreach, a cooperating ministry, in varying quarterly installments per the terms of the agreement; unsecured; final payment due upon maturity in April 2025	\$ 71,142	\$ 172,133
Total	\$ 71,142	\$ 172,133

CROSS INTERNATIONAL, INC.
NOTES TO FINANCIAL STATEMENTS

NOTE F – RESTRICTIONS ON NET ASSETS

Net assets were restricted by donors for the following purposes during the year ended June 30, 2024:

	<u>Balance</u> <u>July 1</u>	<u>Contributions</u>	<u>Releases</u>	<u>Balance</u> <u>June 30</u>
Aid to orphans and vulnerable children	\$ 574,564	\$ 3,071,678	\$ (2,374,532)	\$ 1,271,710
Reach25	439,767	67,200	(33,513)	473,454
Other	139,035	708,229	(521,782)	325,482
Disaster, educational, and other aid	365,465	287,996	(591,147)	62,314
Endowment	<u>263,000</u>	<u>—</u>	<u>—</u>	<u>263,000</u>
Total	<u>\$ 1,781,831</u>	<u>\$ 4,135,103</u>	<u>\$ (3,520,974)</u>	<u>\$ 2,395,960</u>

Net assets were restricted by donors for the following purposes during the year ended June 30, 2023:

	<u>Balance</u> <u>July 1</u>	<u>Contributions</u>	<u>Releases</u>	<u>Balance</u> <u>June 30</u>
Aid to orphans and vulnerable children	\$ 443,304	\$ 1,954,865	\$ (1,823,605)	\$ 574,564
Reach25	371,260	169,600	(101,093)	439,767
Disaster, educational, and other aid	247,882	1,005,755	(888,172)	365,465
Other	86,758	538,975	(486,698)	139,035
Endowment	<u>233,000</u>	<u>30,000</u>	<u>—</u>	<u>263,000</u>
Total	<u>\$ 1,382,204</u>	<u>\$ 3,699,195</u>	<u>\$ (3,299,568)</u>	<u>\$ 1,781,831</u>

NOTE G – NONCASH CONTRIBUTIONS

Noncash contributions recognized in the statements of activities included:

<u>Category</u>	<u>For the Year Ended</u> <u>June 30,</u>	
	<u>2024</u>	<u>2023</u>
Medicines and medical supplies	\$ 92,015,303	\$ 89,541,766
Food	694,732	1,006,801
Other	<u>327,261</u>	<u>10,000</u>
Total noncash contributions	<u>\$ 93,037,296</u>	<u>\$ 90,558,567</u>

NOTE H – RETIREMENT PLAN

The Organization has adopted a 401(k) Profit Sharing Plan (“the Plan”) for the benefit of the Organization’s employees. All employees meeting the Plan’s eligibility requirements may participate in the Plan. The Organization contributed approximately \$78,000 and \$70,000 to the Plan during the years ended June 30, 2024 and 2023, respectively.

CROSS INTERNATIONAL, INC.
NOTES TO FINANCIAL STATEMENTS

NOTE 1 – FUNDRAISING ACTIVITIES

The Organization incurred joint costs in the approximate amounts of \$568,000 and \$541,000 during the years ended June 30, 2024 and 2023, respectively, for informational activities which included fundraising appeals in connection with the Organization’s exempt purposes. Of those costs, approximately \$284,000 and \$271,000, respectively, were allocated to “program” expense, and approximately \$284,000 and \$271,000, respectively, were allocated to “fundraising” expense in the accompanying statements of activities.