

DISCIPLEMAKERS, INC.
FINANCIAL STATEMENTS
FOR THE YEARS ENDED
JUNE 30, 2021 AND 2020
AND
INDEPENDENT AUDITOR'S REPORT

HAMILTON & MUSSER, P.C.
Certified Public Accountants

DISCIPLEMAKERS, INC.
Table of Contents
For the Years Ended June 30, 2021 and 2020

<u>CONTENTS</u>	<u>PAGE</u>
Independent Auditor's Report	1-2
Financial Statements:	
Statements of Financial Position	3
Statements of Activities	4
Statements of Functional Expenses	5-6
Statements of Cash Flows	7
Notes to Financial Statements	8-14



HAMILTON & MUSSER, PC

Certified Public Accountants • Consultants to Management

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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of
DiscipleMakers, Inc.
State College, Pennsylvania

Opinion

We have audited the accompanying financial statements of DiscipleMakers, Inc. (a nonprofit organization), which comprise the statements of financial position as of June 30, 2021 and 2020, and the related statements of activities, functional expenses, and cash flows 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 DiscipleMakers, Inc. as of June 30, 2021 and 2020, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

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 DiscipleMakers, Inc. 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.

Emphasis of a Matter

As further explained in Note 12, DiscipleMakers, Inc. is operating in an environment that has been economically impacted by the COVID-19 pandemic. Our opinion is not modified with respect to this matter.

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 DiscipleMakers, Inc.'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 as a whole 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, including omissions, 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 risks 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.
- 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 DiscipleMakers, Inc.'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 the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about DiscipleMakers, Inc.'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.

August 20, 2021

Mechanicsburg, Pennsylvania



Certified Public Accountants

DISCIPLEMAKERS, INC.
Statements of Financial Position
June 30, 2021 and 2020

	<u>2021</u>	<u>2020</u>
Assets		
Cash and Cash Equivalents	\$ 1,643,309	\$ 1,484,236
Investments (Note 4)	716	794
Accounts Receivable	19,013	27,800
Prepaid Expenses	82,664	75,928
Fixed Assets, Net (Note 5)	<u>1,416,791</u>	<u>1,472,273</u>
Total Assets	<u>\$ 3,162,493</u>	<u>\$ 3,061,031</u>
Liabilities		
Accounts Payable	\$ 10,346	\$ 10,636
Accrued Payroll and Taxes	29,905	38,314
Note Payable (Note 6)	125,096	150,789
Paycheck Protection Program Loan (Note 7)	<u>-</u>	<u>746,170</u>
Total Liabilities	<u>165,347</u>	<u>945,909</u>
Net Assets		
Without Donor Restrictions	<u>2,997,146</u>	<u>2,115,122</u>
Total Liabilities and Net Assets	<u>\$ 3,162,493</u>	<u>\$ 3,061,031</u>

The Accompanying Notes are an Integral Part of the Financial Statements

DISCIPLEMAKERS, INC.
 Statements of Activities
 For the Years Ended June 30, 2021 and 2020

	<u>2021</u>	<u>2020</u>
Operating Support and Revenue		
Contributions	\$ 5,102,720	\$ 4,783,219
Conferences and Camps	3,195	78,871
Investment Income (Note 4)	3,329	1,494
Other Revenue	<u>2,326</u>	<u>352</u>
Total Operating Support and Revenue	<u>5,111,570</u>	<u>4,863,936</u>
Operating Expenses		
Program Services	4,103,709	3,879,469
Supporting Services		
General and Administrative	418,617	472,112
Fundraising	<u>453,390</u>	<u>339,059</u>
Total Operating Expenses	<u>4,975,716</u>	<u>4,690,640</u>
Non-Operating Revenue		
Paycheck Protection Program Loan Forgiveness (Note 7)	<u>746,170</u>	<u>-</u>
Total Non-Operating Revenue	<u>746,170</u>	<u>-</u>
Change in Net Assets	882,024	173,296
Net Assets, Beginning of Year	<u>2,115,122</u>	<u>1,941,826</u>
Net Assets, End of Year	<u>\$ 2,997,146</u>	<u>\$ 2,115,122</u>

The Accompanying Notes are an Integral Part of the Financial Statements

DISCIPLEMAKERS, INC.
Statement of Functional Expenses
For the Year Ended June 30, 2021

		<u>Supporting Services</u>		
	<u>Program Services</u>	<u>General and Administrative</u>	<u>Fundraising</u>	<u>Total</u>
Salaries	\$ 2,458,935	\$ 250,390	\$ 268,284	\$ 2,977,609
Health Insurance and Deductibles	662,978	67,510	72,335	802,823
Payroll Taxes	187,446	19,087	20,451	226,984
Retirement Plan	199,286	20,293	21,743	241,322
Advertising	1,276	284	1,277	2,837
Bank and Credit Card Fees	14,216	11,373	2,843	28,432
Books and Publications	17,070	-	-	17,070
Building Repairs and Maintenance	14,207	1,447	1,550	17,204
Computer Technology	76,597	2,419	1,613	80,629
Conferences and Camps	8,966	-	-	8,966
Depreciation	55,481	-	-	55,481
Honorariums	1,900	-	-	1,900
Interest	-	5,628	-	5,628
Meals and Entertainment	68,612	-	7,624	76,236
Membership Dues	1,810	95	-	1,905
Office and Computer Equipment	15,237	11,273	1,127	27,637
Online Processing Fees	3,225	-	29,030	32,255
Other	104,928	4,717	5,054	114,699
Postage and Shipping	6,470	659	706	7,835
Printing and Publication	32,194	1,789	1,789	35,772
Professional Fees	9,544	14,315	-	23,859
Property Taxes and Insurance	16,208	1,651	1,769	19,628
Registration Fees	551	828	4,139	5,518
Supplies	10,605	589	589	11,783
Telephone and Internet	65,303	3,628	3,628	72,559
Travel	64,362	-	7,151	71,513
Utilities	<u>6,302</u>	<u>642</u>	<u>688</u>	<u>7,632</u>
Total Expenses	<u>\$ 4,103,709</u>	<u>\$ 418,617</u>	<u>\$ 453,390</u>	<u>\$ 4,975,716</u>

The Accompanying Notes are an Integral Part of the Financial Statements

DISCIPLEMAKERS, INC.
Statement of Functional Expenses
For the Year Ended June 30, 2020

		<u>Supporting Services</u>		
	<u>Program Services</u>	<u>General and Administrative</u>	<u>Fundraising</u>	<u>Total</u>
Salaries	\$ 2,241,530	\$ 300,693	\$ 191,350	\$ 2,733,573
Health Insurance and Deductibles	572,677	76,822	48,887	698,386
Payroll Taxes	171,805	23,047	14,666	209,518
Retirement Plan	158,528	21,266	13,533	193,327
Advertising	1,365	303	1,364	3,032
Bank and Credit Card Fees	14,668	11,735	2,934	29,337
Books and Publications	14,071	-	-	14,071
Building Repairs and Maintenance	14,545	1,951	1,242	17,738
Computer Technology	56,216	1,775	1,184	59,175
Conferences and Camps	118,113	-	-	118,113
Depreciation	54,943	-	-	54,943
Honorariums	2,200	-	-	2,200
Interest	-	5,711	-	5,711
Meals and Entertainment	73,772	-	8,197	81,969
Membership Dues	1,943	102	-	2,045
Office and Computer Equipment	21,786	790	527	23,103
Online Processing Fees	2,791	-	25,121	27,912
Other	78,290	4,234	2,695	85,219
Postage and Shipping	5,594	750	478	6,822
Printing and Publication	38,354	2,131	2,131	42,616
Professional Fees	8,546	12,820	-	21,366
Property Taxes and Insurance	13,691	1,837	1,169	16,697
Registration Fees	568	853	4,264	5,685
Supplies	11,126	618	618	12,362
Telephone and Internet	64,287	3,572	3,571	71,430
Travel	129,848	-	14,427	144,275
Utilities	8,212	1,102	701	10,015
Total Expenses	<u>\$ 3,879,469</u>	<u>\$ 472,112</u>	<u>\$ 339,059</u>	<u>\$ 4,690,640</u>

The Accompanying Notes are an Integral Part of the Financial Statements

DISCIPLEMAKERS, INC.
Statements of Cash Flows
For the Years Ended June 30, 2021 and 2020

	<u>2021</u>	<u>2020</u>
Cash Flows From Operating Activities:		
Change in Net Assets	\$ 882,024	\$ 173,296
Adjustments to Reconcile Change in Net Assets to		
Net Cash and Cash Equivalents Provided by Operating Activities:		
Depreciation	55,481	54,943
Stock Contributions	(18,223)	(10,951)
Paycheck Protection Program Loan Forgiveness	(746,170)	-
Net Realized/Unrealized (Gain) Loss on Investments	(186)	75
(Increase) Decrease in:		
Accounts Receivable	8,787	1,687
Inventory	-	558
Prepaid Expenses	(6,736)	(18,831)
Increase (Decrease) in:		
Accounts Payable	(290)	1,844
Accrued Payroll and Taxes	<u>(8,409)</u>	<u>6,858</u>
Net Cash and Cash Equivalents Provided by Operating Activities	<u>166,278</u>	<u>209,479</u>
Cash Flows From Investing Activities:		
Proceeds from Sale of Investments	18,223	10,891
Return of Principal on Investments	265	110
Purchase of Fixed Assets	<u>-</u>	<u>(10,806)</u>
Net Cash and Cash Equivalents Provided by Investing Activities	<u>18,488</u>	<u>195</u>
Cash Flows From Financing Activities:		
Payments on Note Payable	(25,693)	(24,570)
Proceeds from Paycheck Protection Program Loan	<u>-</u>	<u>746,170</u>
Net Cash and Cash Equivalents Provided (Used) by Financing Activities	<u>(25,693)</u>	<u>721,600</u>
Net Increase in Cash and Cash Equivalents	159,073	931,274
Cash and Cash Equivalents, Beginning of Year	<u>1,484,236</u>	<u>552,962</u>
Cash and Cash Equivalents, End of Year	<u>\$ 1,643,309</u>	<u>\$ 1,484,236</u>
<u>Supplemental Cash Flow Disclosures:</u>		
Cash Paid for Interest	\$ 5,628	\$ 5,711
Cash Paid for Income Taxes	-	-

The Accompanying Notes are an Integral Part of the Financial Statements

DISCIPLEMAKERS, INC.
Notes to Financial Statements
For the Years Ended June 30, 2021 and 2020

NOTE 1 NATURE OF ACTIVITIES AND SIGNIFICANT ACCOUNTING POLICIES

Nature of Activities:

DiscipleMakers, Inc. (Organization) was established in 1981 and incorporated under the nonprofit laws of the Commonwealth of Pennsylvania. DiscipleMakers, Inc. is a non-denominational faith-based organization located in State College, Pennsylvania, which provides ministry to students on college campuses throughout Pennsylvania. The Organization is supported primarily through charitable contributions and conference fees.

Basis of Accounting:

The financial statements of the Organization have been prepared on the accrual basis of accounting and, accordingly, reflect all significant receivables, payables, and other liabilities.

Basis of Presentation:

Financial statement presentation follows the *Not-for-Profit Entities* topic of the Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) which requires the Organization to report information regarding its financial position and activities according to two classes of net assets: net assets without donor restrictions and net assets with donor restrictions. The Organization has no net assets with donor restrictions.

Contributions:

Contributions received are recorded as increases in net assets with or without donor restrictions, depending on the existence and/or nature of any donor restrictions.

All donor-restricted contributions are reported as increases in net assets with donor restrictions, depending on the nature of the restriction. 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 Statements of Activities as net assets released from restrictions. However, if restrictions expire for net assets with donor restrictions in the same year that the contribution is received, then the contribution is recorded without donor restriction on the Statements of Activities. The Organization has no net assets with donor restrictions.

Use of Estimates:

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Cash and Cash Equivalents:

For purposes of the Statements of Cash Flows, the Organization considers all highly liquid investments available for current use with an initial maturity of one year or less to be cash equivalents.

Accounts Receivable:

Accounts receivable are stated at the amount management expects to collect from balances outstanding at year-end. Based on management's assessment of outstanding balances and current relationships, it has concluded that losses on balances outstanding at year-end will be immaterial. Accordingly, no allowance for doubtful accounts has been estimated.

Functional Allocation of Expenses:

The costs of providing the various programs and activities have been summarized on a functional basis in the Statements of Activities. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

DISCIPLEMAKERS, INC.
Notes to Financial Statements
For the Years Ended June 30, 2021 and 2020

NOTE 1 NATURE OF ACTIVITIES AND SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Investments:

Investments are valued at fair market value on a recurring basis in the Statements of Financial Position. Fair Value Reporting requires an establishment of a hierarchy that ranks the quality and reliability of inputs, or assumptions, used in the determination of fair value and requires financial assets and liabilities carried at fair value to be classified and disclosed in one of the following three categories:

- Level 1 – Quoted prices in active markets for identical assets and liabilities
- Level 2 – Directly or indirectly observable inputs other than Level 1 quoted prices
- Level 3 – Unobservable inputs not corroborated by market data

For investments that have quoted market prices in active markets, the Organization uses the quoted market prices as fair values and includes those investments in Level 1 of the fair value hierarchy. When quoted market prices in active markets are not available, various pricing services are used to determine fair value of investments that are included in Level 2 of the fair value hierarchy. Level 3 represents financial assets whose fair value is determined based upon inputs that are unobservable and include the Organization's own determinations of the assumptions that a market participant would use in pricing the asset.

Investment income, including realized and unrealized gains restricted by donors, is reported as an increase in net assets without donor restriction if the restrictions are met (either a stipulated time period or a purpose restriction is accomplished) in the reporting period in which the income and gains are recognized.

Investments are exposed to various risks, such as interest rate, market and credit. Due to the level of risk associated with certain investments and the level of uncertainty related to changes in the value of investments, it is at least reasonably possible changes in risks in the near term would materially affect investment assets reported in the Statements of Financial Position and Activities.

Fixed Assets:

Fixed assets are stated at cost less accumulated depreciation. Depreciation is computed using the straight-line method over the estimated useful lives of the assets. Upon retirement or sale, the cost and accumulated depreciation of such assets are removed from the accounts and any resulting gain or loss is included in the Statements of Activities.

New acquisitions of fixed assets having a low acquisition cost, or which are not expected to last for more than a year, are expensed in the year of acquisition. Repairs and maintenance charges are capitalized and depreciated when they materially extend the useful life of the related asset. During 2014, new tangible property regulations were implemented by the Internal Revenue Service. The Organization modified its capitalization policy to be in compliance with the tangible property regulations.

Paycheck Protection Program Loan:

The Organizations accounts for the Paycheck Protection Program Loan as a liability until forgiven or paid off.

Donated Materials:

Materials and other assets received as donations are recorded and reflected in the accompanying financial statements at fair value on the date of receipt.

DISCIPLEMAKERS, INC.
Notes to Financial Statements
For the Years Ended June 30, 2021 and 2020

NOTE 1 NATURE OF ACTIVITIES AND SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Taxation:

The Organization is exempt from federal income tax as provided by Code Section 501(c)(3) of the Internal Revenue Code. Donors are entitled to deductions for federal income tax purposes for contributions made to the Organization in accordance with the Internal Revenue Code. Accordingly, no income tax is incurred unless the Organization earns income considered to be unrelated business income. The Organization conducted no activities which were subject to income taxes.

Accounting principles generally accepted in the United States of America require management to evaluate tax positions taken by the Organization. Management evaluated the tax positions taken and concluded that the Organization had taken no uncertain tax positions that require recognition or disclosure in the financial statements. No provision or benefit for income taxes has been included in these financial statements. With few exceptions, the Organization is no longer subject to income tax examinations by the U.S. federal, state or local tax authorities for years through June 30, 2018.

NOTE 2 PENDING NEW ACCOUNTING PRONOUNCEMENTS

In February 2016, FASB issued ASU No. 2016-02, *Leases*. The ASU introduces a lessee's model that brings most leases onto the Statement of Financial Position and aligns many of the underlying principles of the new lessor model with those in the new revenue recognition standard (ASU No. 2014-09). ASU No. 2016-02 is effective for annual periods beginning after December 15, 2021. The Organization is currently assessing the impact this standard will have on its financial statements.

In September 2020, FASB issued ASU No. 2020-07, *Presentation and Disclosures by Not-For-Profit Entities for Contributed Nonfinancial Assets*. The ASU requires that contributed nonfinancial assets be presented as a separate line item on the Statement of Activities, apart from contributions of cash and other financial assets. It also requires disclosure of the types of contributed nonfinancial assets and qualitative information about whether contributed nonfinancial assets were either monetized or utilized during the period. The Organization is required to disclose descriptions of the programs or other activities in which the contributed nonfinancial assets were used, of the policies about monetizing or utilizing these assets, of any donor-imposed restrictions associated with these assets, and of the valuation techniques and principal markets used to arrive at the fair value measure at initial recognition. ASU No. 2020-07 is effective for annual periods beginning after June 15, 2021 with early adoption permitted. The Organization is currently assessing the impact this standard will have on its financial statements.

NOTE 3 AVAILABILITY AND LIQUIDITY

The following represents the Organization's financial assets at June 30:

	<u>2021</u>	<u>2020</u>
Financial Assets:		
Cash and Cash Equivalents	\$ 1,643,309	\$ 1,484,236
Investments	716	794
Accounts Receivable	<u>19,013</u>	<u>27,800</u>
Total Financial Assets	<u>1,663,038</u>	<u>1,512,830</u>
Financial Assets Available to Meet Expenses Over the Next Year	<u>\$ 1,663,038</u>	<u>\$ 1,512,830</u>

DISCIPLEMAKERS, INC.
Notes to Financial Statements
For the Years Ended June 30, 2021 and 2020

NOTE 3 AVAILABILITY AND LIQUIDITY (CONTINUED)

The Organization's plan is generally to maintain financial assets to meet 90 days of operating expenses. As described in Note 8, the Organization also has a committed line of credit in the amount of \$200,000, which it could draw upon in the event of an unanticipated liquidity need.

NOTE 4 INVESTMENTS

Investments consisted of the following at June 30:

	<u>2021</u>		<u>2020</u>	
	<u>Cost</u>	<u>Fair Value</u>	<u>Cost</u>	<u>Fair Value</u>
Mortgage-Backed Securities	\$ <u>731</u>	\$ <u>716</u>	\$ <u>995</u>	\$ <u>794</u>

Fair values of investments at June 30, 2021 are as follows:

Fair Value Measurements at <u>Reporting Date Using:</u>				
	<u>Fair Value</u>	Quoted Prices in Active Markets for Identical Assets (<u>Level 1</u>)	Significant Other Observable Inputs (<u>Level 2</u>)	Significant Unobservable Inputs (<u>Level 3</u>)
Mortgage-Backed Securities	\$ <u>716</u>	\$ -	\$ <u>716</u>	\$ -
Total	\$ <u>716</u>	\$ -	\$ <u>716</u>	\$ -

Fair values of investments at June 30, 2020 are as follows:

Fair Value Measurements at <u>Reporting Date Using:</u>				
	<u>Fair Value</u>	Quoted Prices in Active Markets for Identical Assets (<u>Level 1</u>)	Significant Other Observable Inputs (<u>Level 2</u>)	Significant Unobservable Inputs (<u>Level 3</u>)
Mortgage-Backed Securities	\$ <u>794</u>	\$ -	\$ <u>794</u>	\$ -
Total	\$ <u>794</u>	\$ -	\$ <u>794</u>	\$ -

Level 2 Investments:

Mortgage-backed securities are listed as a level 2 investment in the fair value table above. Fair value is determined by the Organization's investment advisor based on the fair market values of underlying investments.

DISCIPLEMAKERS, INC.
Notes to Financial Statements
For the Years Ended June 30, 2021 and 2020

NOTE 4 INVESTMENTS (CONTINUED)

Investment income consisted of the following for the years ended June 30:

	<u>2021</u>	<u>2020</u>
Interest and Dividends	\$ 3,143	\$ 1,569
Net Realized/Unrealized Gain (Loss) on Investments	<u>186</u>	<u>(75)</u>
Total	<u>\$ 3,329</u>	<u>\$ 1,494</u>

NOTE 5 FIXED ASSETS

Fixed assets consisted of the following at June 30, 2021 and 2020:

	<u>2021</u>	<u>2020</u>
Land	\$ 238,120	\$ 238,120
Building and Building Improvements	1,617,016	1,617,016
Office Furniture and Equipment	15,022	15,022
Computer Equipment	<u>41,911</u>	<u>41,911</u>
	1,912,069	1,912,069
Less: Accumulated Depreciation	<u>(495,278)</u>	<u>(439,796)</u>
Fixed Assets, Net	<u>\$ 1,416,791</u>	<u>\$ 1,472,273</u>

Useful lives for purposes of computing depreciation are as follows:

Building and Building Improvements	10-40 years
Office Furniture and Equipment	3-10 years
Computer Equipment	3-5 years

Depreciation expense was \$55,481 and \$54,943 for the years ended June 30, 2021 and 2020, respectively.

NOTE 6 NOTE PAYABLE

In March 2015, the Organization entered into an agreement for the renovation of its office building for operations. The agreement requires the Organization to use \$400,000 in funds before the Bank's distribution of up to \$500,000. Construction was completed during 2016. The interest rate is fixed at 4.05% for the first five years, and is adjusted every five years at 2.25% above the Federal HomeLoan Bank's five-year rate. All remaining principal and interest is due in 2036. The interest rate was 3.97% at June 30, 2021 and 2020. Minimum monthly payments of principal and interest were \$1,121 at June 30, 2021 and 2020. The outstanding balance was \$125,096 and \$150,789 at June 30, 2021 and 2020, respectively.

DISCIPLEMAKERS, INC.
Notes to Financial Statements
For the Years Ended June 30, 2021 and 2020

NOTE 6 NOTE PAYABLE (CONTINUED)

Principal maturities for subsequent years at June 30, 2021 are as follows:

2022	\$ 8,642
2023	8,991
2024	9,355
2025	9,733
2026	10,126
Thereafter	<u>78,249</u>
Total	<u>\$ 125,096</u>

Interest expense was \$5,628 and \$5,711 for the years ended June 30, 2021 and 2020, respectively.

NOTE 7 PAYCHECK PROTECTION PROGRAM LOAN

In May 2020, as part of the CARES Act, the Organization received a Paycheck Protection Program Loan (Loan) from Northwest Bank through the U.S. Small Business Administration (SBA) for \$746,170. The interest rate applicable to this Loan until the maturity date is 1.00% per annum. Interest shall begin to accrue on the disbursement date and shall be computed on the outstanding principal amount of the Loan on the basis of 365 or 366 days, as the case may be, and the actual number of days elapsed. No principal or interest payments shall be due for the first six months following the disbursement date. Commencing on the seventh month anniversary of the disbursement date and continuing on the same day of each consecutive month thereafter, the Organization shall make a monthly principal payment on the outstanding principal balance (after application of any forgivable amount by the SBA) in an amount that shall fully amortize the outstanding principal balance of the Loan by the maturity date, as determined by Northwest Bank. The balance of the loan was \$0 and \$746,170 at June 30, 2021 and 2020, respectively.

During the year ended June 30, 2021, the Organization applied for and received full forgiveness on their loan.

NOTE 8 LINE OF CREDIT

In August 2010, the Organization opened a \$100,000 line of credit with Northwest Savings Bank. The interest rate is variable at prime plus 0.50%. In July 2012, the line of credit was increased to the amount of \$200,000. The balance on this line of credit was \$0 at June 30, 2021 and 2020.

Interest expense was \$0 for the years ended June 30, 2021 and 2020.

NOTE 9 RETIREMENT PLAN

The Organization sponsors a defined contribution retirement plan. Retirement plan expense was \$241,322 and \$193,327 for the years ended June 30, 2021 and 2020, respectively.

NOTE 10 CONCENTRATED CREDIT RISK

Financial instruments that potentially subject the Organization to concentrations of credit risk consist principally of cash and investments. The Organization maintains its cash deposits with high credit quality financial institutions that provide Federal Deposit Insurance Corporation (FDIC) coverage up to \$250,000. In the normal course of business, bank balances may exceed the federally insured limits at various times throughout the year. The amount in excess of the FDIC limit was \$1,113,066 and \$959,720 at June 30, 2021 and 2020, respectively.

DISCIPLEMAKERS, INC.
Notes to Financial Statements
For the Years Ended June 30, 2021 and 2020

NOTE 11 ADVERTISING

The Organization expenses advertising costs when incurred. Advertising costs were \$2,837 and \$3,032 for the years ended June 30, 2021 and 2020, respectively.

NOTE 12 SUBSEQUENT EVENTS

Subsequent events have been evaluated through August 20, 2021, which is the date the financial statements were available to be issued.

Subsequent to June 30, 2021, the Organization paid off the remaining balance of the note payable described in Note 6 of the financial statements.

Subsequent to June 30, 2021, the Organization has been operating in an environment that has been economically impacted by the COVID-19 pandemic. The full impact of the pandemic on the Organization is not known as of the release of these financial statements. However, management is monitoring the current conditions and their potential impact.