



ENTRUST

Financial Statements
With Independent Auditors' Report

December 31, 2023 and 2022

ENTRUST

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INDEPENDENT AUDITORS' REPORT

Board of Directors
Entrust
Colorado Springs, Colorado

Opinion

We have audited the accompanying financial statements of Entrust, which comprise the statements of financial position as of December 31, 2023 and 2022, 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 Entrust as of December 31, 2023 and 2022, and the changes in its net assets and 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 *Auditors' Responsibilities for the Audit of the Financial Statements* section of our report. We are required to be independent of Entrust 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 these 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 Entrust's ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

Board of Directors
Entrust
Colorado Springs, Colorado

Auditors' 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 auditors' 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 Entrust'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 Entrust'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 audits, significant audit findings, and certain internal control related matters that we identified during the audits.

Caprin Crouse LLP

Colorado Springs, Colorado
April 2, 2024

ENTRUST

Statements of Financial Position

	December 31,	
	<u>2023</u>	<u>2022</u>
ASSETS:		
Cash and cash equivalents	\$ 1,324,423	\$ 1,830,371
Investments	469,035	453,796
Prepaid expenses and other assets	25,435	23,639
Operating lease–right-of-use asset	9,977	69,265
Fixed assets–net	<u>80,852</u>	<u>102,296</u>
Total Assets	<u>\$ 1,909,722</u>	<u>\$ 2,479,367</u>
LIABILITIES AND NET ASSETS:		
Liabilities:		
Accounts payable	\$ 40,871	\$ 45,496
Backpay payable	108,020	39,573
Operating lease liability	<u>10,125</u>	<u>70,309</u>
Total liabilities	<u>159,016</u>	<u>155,378</u>
Net assets:		
Net assets without donor restrictions	414,888	418,353
Nets assets with donor restrictions	<u>1,335,818</u>	<u>1,905,636</u>
Total net assets	<u>1,750,706</u>	<u>2,323,989</u>
Total Liabilities and Net Assets	<u>\$ 1,909,722</u>	<u>\$ 2,479,367</u>

See notes to financial statements

ENTRUST

Statements of Activities

	Year Ended December 31,					
	2023			2022		
	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total
SUPPORT AND REVENUE:						
Contributions	\$ 137,512	\$ 3,140,181	\$ 3,277,693	\$ 159,032	\$ 3,858,084	\$ 4,017,116
Contributed services	129,006	-	129,006	141,009	-	141,009
Seminar and material fees	42,673	-	42,673	19,035	-	19,035
Interest and other income	54,828	-	54,828	5,808	-	5,808
Total Support and Revenue	<u>364,019</u>	<u>3,140,181</u>	<u>3,504,200</u>	<u>324,884</u>	<u>3,858,084</u>	<u>4,182,968</u>
NET ASSETS RELEASED:						
Purpose restrictions	3,347,946	(3,347,946)	-	3,575,379	(3,575,379)	-
Administrative assessments	362,053	(362,053)	-	404,269	(404,269)	-
Total Net Assets Released	<u>3,709,999</u>	<u>(3,709,999)</u>	<u>-</u>	<u>3,979,648</u>	<u>(3,979,648)</u>	<u>-</u>
EXPENSES:						
Program services	<u>3,367,813</u>	<u>-</u>	<u>3,367,813</u>	<u>3,597,872</u>	<u>-</u>	<u>3,597,872</u>
Supporting activities:						
General and administrative	400,183	-	400,183	356,167	-	356,167
Fundraising	309,487	-	309,487	354,387	-	354,387
	<u>709,670</u>	<u>-</u>	<u>709,670</u>	<u>710,554</u>	<u>-</u>	<u>710,554</u>
Total Expenses	<u>4,077,483</u>	<u>-</u>	<u>4,077,483</u>	<u>4,308,426</u>	<u>-</u>	<u>4,308,426</u>
Change in Net Assets	(3,465)	(569,818)	(573,283)	(3,894)	(121,564)	(125,458)
Net Assets, Beginning of Year	<u>418,353</u>	<u>1,905,636</u>	<u>2,323,989</u>	<u>422,247</u>	<u>2,027,200</u>	<u>2,449,447</u>
Net Assets, End of Year	<u>\$ 414,888</u>	<u>\$ 1,335,818</u>	<u>\$ 1,750,706</u>	<u>\$ 418,353</u>	<u>\$ 1,905,636</u>	<u>\$ 2,323,989</u>

See notes to financial statements

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Statement of Functional Expenses

	Year Ended December 31, 2023			
	Program Services	Supporting Activities		Total
		General and Administrative	Fundraising	
Salaries and benefits	\$ 2,010,923	\$ 232,372	\$ 240,318	\$ 2,483,613
Other service fees	362,421	124,209	1,250	487,880
Grants	306,282	-	-	306,282
Travel	230,056	1,622	1,678	233,356
Office expenses	110,830	2,781	2,876	116,487
Occupancy	90,458	6,289	6,504	103,251
Conferences and meetings	102,195	-	-	102,195
Course production/training	101,136	74	77	101,287
Supporter contact	-	-	53,027	53,027
Professional fees	234	29,077	30	29,341
Information technology	18,671	2,126	2,199	22,996
Depreciation	20,445	491	508	21,444
Insurance	7,254	898	928	9,080
Language school and professional development	6,908	89	92	7,089
Miscellaneous	-	155	-	155
Total Expenses	\$ 3,367,813	\$ 400,183	\$ 309,487	\$ 4,077,483
	83%	10%	7%	100%

See notes to financial statements

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Statement of Functional Expenses

	Year Ended December 31, 2022			
	Program Services	Supporting Activities		Total
		General and Administrative	Fundraising	
Salaries and benefits	\$ 2,375,343	\$ 265,606	\$ 278,110	\$ 2,919,059
Other service fees	285,767	58,000	4,000	347,767
Grants	234,696	-	-	234,696
Travel	233,227	-	-	233,227
Office expenses	112,387	6,334	6,632	125,353
Occupancy	105,184	6,106	6,394	117,684
Conferences and meetings	119,526	-	-	119,526
Course production/training	78,707	114	120	78,941
Supporter contact	-	-	55,910	55,910
Professional fees	415	16,174	51	16,640
Information technology	16,392	1,684	1,763	19,839
Depreciation	22,036	202	202	22,440
Insurance	7,235	856	897	8,988
Language school and professional development	5,032	68	71	5,171
Miscellaneous	1,925	1,023	237	3,185
	<u>\$ 3,597,872</u>	<u>\$ 356,167</u>	<u>\$ 354,387</u>	<u>\$ 4,308,426</u>
Total Expenses	84%	8%	8%	100%

See notes to financial statements

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Statements of Cash Flows

	Year Ended December 31,	
	2023	2022
CASH FLOWS FROM OPERATING ACTIVITIES:		
Change in net assets	\$ (573,283)	\$ (125,458)
Adjustments to reconcile change in net assets to net cash provided (used) by operating activities:		
Reinvested dividends	(15,239)	(2,258)
Non-cash operating lease expense	(896)	-
Non-cash effect of change in accounting principle	-	1,044
Depreciation	21,444	22,440
Change in operating assets and liabilities:		
Pledge receivable	-	7,000
Prepaid expenses and other assets	(1,796)	52,462
Accounts payable	(4,625)	(17,881)
Backpay payable	68,447	36,562
Net Cash Used by Operating Activities	<u>(505,948)</u>	<u>(26,089)</u>
CASH FLOWS FROM INVESTING ACTIVITIES:		
Purchases of fixed assets	-	(45,750)
Net Cash Used by Investing Activities	<u>-</u>	<u>(45,750)</u>
Net Change in Cash and Cash Equivalents	(505,948)	(71,839)
Cash and Cash Equivalents, Beginning of Year	<u>1,830,371</u>	<u>1,902,210</u>
Cash and Cash Equivalents, End of Year	<u>\$ 1,324,423</u>	<u>\$ 1,830,371</u>
SUPPLEMENTAL DISCLOSURE:		
Operating lease–right-of-use asset obtained in exchange for operating lease liability	<u>\$ -</u>	<u>\$ 127,587</u>

See notes to financial statements

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Notes to Financial Statements

December 31, 2023 and 2022

1. NATURE OF ORGANIZATION:

Entrust is a nonprofit organization that is exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code (IRC) and comparable state laws. However, Entrust is subject to federal income tax on any unrelated business taxable income. In addition, Entrust is not classified as a private foundation within the meaning of Section 509(a) of the IRC. Entrust was originally incorporated in the state of Texas. In 2008, Entrust legally changed its state of incorporation to Colorado. Entrust also does business under the names Biblical Education by Extension International and BEE International.

The mission of Entrust is to multiply church leaders through accessible, locally owned, reproducible training systems. Jesus taught that the key to fulfilling His Great Commission was to train leaders who would disciple other leaders. In like manner, Entrust partners with ministries around the world to establish ongoing church-based training of servant leaders for generations to come. Entrust wants to see well-trained servant leaders in every local church in the world equipped through biblical leadership training that is indigenous and accessible financially, geographically, culturally, and educationally.

Entrust's mission is accomplished primarily through direct public support of their programs by individuals, businesses, churches and other nonprofit organizations located throughout the United States.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES:

Entrust maintains its accounts and prepares its financial statements on the accrual basis of accounting in conformity with accounting principles generally accepted in the United States of America. 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 the reported amounts of assets and liabilities, disclosures of any contingent assets and liabilities at the date of the financial statements, and the reported revenues and expenses during the reporting period. Actual results could vary from the estimates that were assumed in preparing the financial statements. The significant accounting policies followed are described below to enhance the usefulness of the financial statements to the reader.

CASH AND CASH EQUIVALENTS

Cash and cash equivalents consist of cash held in checking accounts and interest-bearing money market accounts. As of December 31, 2023 and 2022, Entrust has cash and cash equivalents on deposit with financial institutions that exceed the federally insured balance by approximately \$245,000 and \$387,000, respectively.

INVESTMENTS

Investments consist of certificates of deposit with original maturities of greater than 90 days. They are reported at fair values which are determined by quoted market prices. Gains and losses are recorded when incurred and are included as interest and other income on the statements of activities.

PREPAID EXPENSES AND OTHER ASSETS

Prepaid expenses and other assets consist of monthly or quarterly advances to missionaries to cover future expenditures, prepayments for insurance, and deposits for leases and venues for future events.

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Notes to Financial Statements

December 31, 2023 and 2022

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, continued:

OPERATING LEASE–RIGHT-OF-USE ASSET AND LIABILITY

Some of Entrust's contracts contain the right to control the use of property or assets and are therefore considered leases. Entrust records right-of-use assets and lease obligations on the statements of financial position for the rights and obligations created by leases with initial terms of more than twelve months. Entrust has elected to not separate lease and non-lease components. The additional lease disclosures can be found in Note 5.

FIXED ASSETS

Fixed assets are stated at cost, or if donated, at the estimated fair market value at the date of donation. Items donated with restrictions regarding their use and contributions of cash to acquire fixed assets are reported as restricted support. Absent any donor stipulations, these restrictions expire when the asset is acquired or placed in service, and a reclassification is made from net assets with donor restrictions to net assets without donor restrictions at that time. Depreciation is recorded using the straight-line method over estimated useful lives of two to ten years. Fixed assets purchased or donated exceeding \$1,000 are capitalized.

ACCOUNTS PAYABLE AND BACKPAY PAYABLE

Accounts payable consist of expenses incurred prior to year-end and paid after year-end, as well as expenses incurred prior to year-end but not paid for lack of funds. Backpay payable consists of compensation due to staff members that has not been paid for lack of funds. As support is raised beyond a staff member's monthly needs, the backpay balance and program service expense reimbursements are paid. These payables are tracked for eighteen months, and if after that amount of time the funds still have not been raised, the expenses and salary are cancelled and the liability is removed.

NET ASSETS

The net assets of Entrust are reported in the following categories:

Net assets without donor restrictions consist of resources that are available for current operations.

Net assets with donor restrictions include donor-restricted contributions for specified exempt purposes.

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Notes to Financial Statements

December 31, 2023 and 2022

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, continued:

SUPPORT AND REVENUE AND EXPENSES

Contributions are recorded when made, which may be when cash and other assets are received or unconditionally promised, or when ownership of donated assets is transferred to Entrust. Contributions restricted by the donor for specific purposes are recorded as support in net assets with donor restrictions until a stipulated time restriction ends or the purpose restrictions are met by Entrust. Upon satisfaction of the restriction, 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 purpose restrictions. Donations that are restricted for missionaries and projects, and seminar and material revenues, are assessed administrative charges of 10% for the years ended December 31, 2023 and 2022.

The Not-for-Profit Topic of the Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) requires recording the value of contributed services that create or enhance the nonfinancial assets or require specialized skills. Entrust recorded seconded missionary staff services from unrelated nonprofit organizations that meet these requirements. Contributed services are reflected in the statements of activities at their estimated fair market value on the date the services are provided.

Seminar and material fees are collected from participants and recognized as revenue when the performance obligation is satisfied; that is, when the event occurs.

Expenses are reported when costs are incurred in accordance with the accrual basis of accounting.

FUNCTIONAL ALLOCATION OF EXPENSES

The financial statements report certain categories of expenses that are attributable to one or more program or supporting functions of Entrust. These expenses include salaries and benefits, other service fees, travel, occupancy, conference and meetings, office expenses, depreciation, information technology, and language school and professional development. Depreciation is allocated based on square footage, and costs of other categories were allocated on estimates of time and effort.

ADVERTISING (SUPPORTER CONTACT)

Entrust communicates its programs and financial and prayer needs primarily through personal and written contact by individual staff members with their personal networks. Costs of connecting with and maintaining communication with their support teams are expensed as incurred. Advertising (supporter contact) and promotion expense for the years ended December 31, 2023 and 2022, was \$53,027 and \$55,910, respectively.

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Notes to Financial Statements

December 31, 2023 and 2022

3. LIQUIDITY AND FUNDS AVAILABLE:

The following table reflects Entrust's financial assets reduced by amounts not available for general use within one year, as of December 31, 2023 and 2022. Financial assets are considered unavailable when illiquid or not convertible to cash within one year, or because the board of directors has set aside funds.

	December 31,	
	<u>2023</u>	<u>2022</u>
Financial assets:		
Cash and cash equivalents	\$ 1,324,423	\$ 1,830,371
Investments	469,035	453,796
Financial assets, at year-end	<u>1,793,458</u>	<u>2,284,167</u>
Less those unavailable for general expenditures within one year, due to:		
Missionary funds not expected to be used within one year	<u>(376,141)</u>	<u>(155,636)</u>
Financial assets available within one year to meet cash needs for general expenditures	<u>\$ 1,417,317</u>	<u>\$ 2,128,531</u>

Entrust has a board-established objective to maintain 120 days of specified operating expenses in reserve to ensure the stability and continuance of its mission, programs, employment, and ongoing operations.

Entrust manages its liquidity and reserves following three guiding principles: Operating within a prudent range of financial soundness and stability, maintaining adequate liquid assets to fund near-term operating needs, and maintaining sufficient reserves to provide reasonable assurance that long-term obligations will be discharged. The organization has a liquidity policy to maintain current financial assets less current liabilities at a minimum of 30 days operating expenses. The organization has a policy to target a year-end balance of reserves of unrestricted, undesignated net assets at 120 days of expected expenditures. To achieve these targets, Entrust monitors its liquidity and cash reserves monthly.

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Notes to Financial Statements

December 31, 2023 and 2022

4. FIXED ASSETS–NET:
Fixed assets–net consist of:

	December 31, 2023		
	United States	Foreign Countries	Total
Building	\$ -	\$ 84,079	\$ 84,079
Equipment	69,827	51,793	121,620
Leasehold improvements	20,271	-	20,271
Furniture	11,164	-	11,164
	101,262	135,872	237,134
Accumulated depreciation	(92,547)	(63,735)	(156,282)
Fixed assets–net	\$ 8,715	\$ 72,137	\$ 80,852
	December 31, 2022		
	United States	Foreign Countries	Total
Building	\$ -	\$ 84,079	\$ 84,079
Equipment	71,646	51,793	123,439
Leasehold improvements	20,271	-	20,271
Furniture	11,164	-	11,164
	103,081	135,872	238,953
Accumulated depreciation	(84,814)	(51,843)	(136,657)
Fixed assets–net	\$ 18,267	\$ 84,029	\$ 102,296

Management has reviewed the assets in other countries and, in its opinion, determined they are under the control and ownership of Entrust. While such items are recognized as assets of Entrust, it should be noted that the political situation in many other countries is subject to rapid change. Therefore, the reader should be aware that while Entrust 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 the carrying value of the assets in other countries may not be representative of the amount that could be realized should the assets be sold.

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Notes to Financial Statements

December 31, 2023 and 2022

5. OPERATING LEASE–RIGHT OF USE ASSET AND LIABILITY:

Entrust leases an office building under a noncancellable operating lease expiring in 2024. The discount rate represents the risk-free discount rate using a period comparable with that of a similar lease term on the inception date of the lease. The lease requires monthly payments of \$5,073. Total expenses incurred under the operating lease was \$60,877 for both years ended December 31, 2023 and 2022.

	December 31,	
	2023	2022
Operating lease–right-of-use asset	\$ 9,977	\$ 69,265
Operating lease liability	\$ 10,125	\$ 70,309
Operating lease costs	\$ 59,982	\$ 59,982
Weighted-average discount rate	1.62%	1.62%
Weighted-average remaining lease term	0.17	1.15

Future minimum lease payments required under operating leases that have an initial or remaining non-cancelable lease term in excess of one year are as follows:

<u>Year Ending December 31,</u>	
2024	\$ 10,146
	10,146
Less: imputed interest	(21)
	\$ 10,125

6. NET ASSETS WITH DONOR RESTRICTIONS:

Net assets with donor restrictions consist of:

	December 31,	
	2023	2022
Staff support	\$ 1,324,589	\$ 1,559,330
Projects	11,229	346,306
	\$ 1,335,818	\$ 1,905,636

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Notes to Financial Statements

December 31, 2023 and 2022

7. RETIREMENT PLAN:

Entrust has a 403(b) retirement plan that is available to all employees. During the years ended December 31, 2023 and 2022, there were no employer contributions.

8. SUBSEQUENT EVENTS:

Subsequent events were evaluated through April 2, 2024, which is the date the financial statements were available to be issued.