

**AWANA CLUBS INTERNATIONAL AND AFFILIATES  
CONSOLIDATED FINANCIAL STATEMENTS  
YEARS ENDED JUNE 30, 2024 AND 2023**



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**AWANA CLUBS INTERNATIONAL AND AFFILIATES  
TABLE OF CONTENTS  
YEARS ENDED JUNE 30, 2024 AND 2023**

<b>INDEPENDENT AUDITORS' REPORT</b>	<b>1</b>
<b>CONSOLIDATED FINANCIAL STATEMENTS</b>	
<b>CONSOLIDATED STATEMENTS OF FINANCIAL POSITION</b>	<b>3</b>
<b>CONSOLIDATED STATEMENTS OF ACTIVITIES</b>	<b>4</b>
<b>CONSOLIDATED STATEMENTS OF FUNCTIONAL EXPENSES</b>	<b>5</b>
<b>CONSOLIDATED STATEMENTS OF CASH FLOWS</b>	<b>7</b>
<b>NOTES TO CONSOLIDATED FINANCIAL STATEMENTS</b>	<b>8</b>



## INDEPENDENT AUDITORS' REPORT

Board of Directors  
Awana Clubs International and Affiliates  
St. Charles, Illinois

### **Report on the Audit of the Consolidated Financial Statements**

#### ***Opinion***

We have audited the accompanying consolidated financial statements of Awana Clubs International and Affiliates (ACI) (a nonprofit organization), which comprise the consolidated statements of financial position as of June 30, 2024 and 2023, and the related consolidated statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the consolidated financial statements.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the consolidated financial position of June 30, 2024 and 2023, and the change in their net assets and their 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 (GAAS). Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Consolidated Financial Statements section of our report. We are required to be independent of ACI 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 Consolidated Financial Statements***

Management is responsible for the preparation and fair presentation of the consolidated 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 consolidated financial statements that are free from material misstatement, whether due to fraud or error.

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

***Auditors' Responsibilities for the Audit of the Consolidated Financial Statements***

Our objectives are to obtain reasonable assurance about whether the consolidated 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 GAAS 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 consolidated financial statements.

In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the consolidated 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 consolidated 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 ACI'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 consolidated financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about ACI'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.



**CliftonLarsonAllen LLP**

Oak Brook, Illinois  
November 4, 2024

**AWANA CLUBS INTERNATIONAL AND AFFILIATES**  
**CONSOLIDATED STATEMENTS OF FINANCIAL POSITION**  
**JUNE 30, 2024 AND 2023**

	2024	2023
<b>ASSETS</b>		
Cash and Cash Equivalents	\$ 5,165,547	\$ 5,834,787
Investments and Trust Assets	6,091,272	7,586,276
Accounts Receivable, Net	83,914	10,708
Inventory, Net	3,836,782	3,977,623
Prepaid Expenses and Other Assets	556,705	415,029
Investment in Captive Insurance Company	511,619	675,630
Beneficial Interest in Trusts	726,568	604,960
Land, Buildings, and Equipment, Net	36,103	26,321
Operating Right-of-Use Lease Asset	394,101	77,730
	\$ 17,402,611	\$ 19,209,064
<b>LIABILITIES AND NET ASSETS</b>		
<b>LIABILITIES</b>		
Accounts Payable	\$ 1,327,468	\$ 1,581,946
Funds Held for Others	17,000	80,000
Accrued Expenses	574,070	666,532
Deferred Revenue	702,917	781,257
Annuities and Trusts Payable	97,089	132,456
Operating Lease Liability	394,846	78,720
Total Liabilities	3,113,390	3,320,911
<b>NET ASSETS</b>		
Net Assets Without Donor Restrictions:		
Undesignated, Available for General Activities	8,865,219	10,156,036
Board Designated Capital Reserve	1,917,115	1,917,115
Total Net Assets Without Donor Restrictions	10,782,334	12,073,151
Net Assets With Donor Restrictions:		
Restricted by Purpose or Time	3,406,137	3,714,252
Restricted in Perpetuity	100,750	100,750
Total Net Assets With Donor Restrictions	3,506,887	3,815,002
Total Net Assets	14,289,221	15,888,153
Total Liabilities and Net Assets	\$ 17,402,611	\$ 19,209,064

See accompanying Notes to Consolidated Financial Statements.

**AWANA CLUBS INTERNATIONAL AND AFFILIATES**  
**CONSOLIDATED STATEMENTS OF ACTIVITIES**  
**YEARS ENDED JUNE 30, 2024 AND 2023**

	2024			2023		
	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total
<b>REVENUES</b>						
Sales of Ministry Materials	\$ 13,831,446	\$ -	\$ 13,831,446	\$ 13,699,628	\$ -	\$ 13,699,628
Contributions	2,979,823	10,878,467	13,858,290	4,583,003	9,637,158	14,220,161
Government Grants	-	-	-	1,756,322	-	1,756,322
Registration and Event Fees	1,049,216	-	1,049,216	1,053,630	-	1,053,630
Investment Income	651,812	-	651,812	224,486	-	224,486
Change in Value of Annuities and Trusts	99,458	50,872	150,330	(62,252)	(5,464)	(67,716)
Change in Value of SIL Equity	(164,011)	-	(164,011)	168,393	-	168,393
Gain on Sale of Building and Equipment	-	-	-	2,575,716	-	2,575,716
Other Income	10,300	-	10,300	38,621	-	38,621
Total Revenues	<u>18,458,044</u>	<u>10,929,339</u>	<u>29,387,383</u>	<u>24,037,547</u>	<u>9,631,694</u>	<u>33,669,241</u>
<b>RECLASSIFICATIONS</b>						
Net Assets Released from Restrictions:						
Satisfaction of Timing Restrictions	-	-	-	-	-	-
Satisfaction of Purpose Restrictions	11,237,454	(11,237,454)	-	11,279,441	(11,279,441)	-
Total Reclassifications	<u>11,237,454</u>	<u>(11,237,454)</u>	<u>-</u>	<u>11,279,441</u>	<u>(11,279,441)</u>	<u>-</u>
<b>EXPENSES</b>						
Program Services:						
Ministry Programs and Support	24,270,654	-	24,270,654	25,599,550	-	25,599,550
Total Program Services	<u>24,270,654</u>	<u>-</u>	<u>24,270,654</u>	<u>25,599,550</u>	<u>-</u>	<u>25,599,550</u>
Supporting Activities:						
Management and General	2,825,195	-	2,825,195	2,595,387	-	2,595,387
Fundraising	3,890,466	-	3,890,466	3,566,961	-	3,566,961
Total Supporting Activities	<u>6,715,661</u>	<u>-</u>	<u>6,715,661</u>	<u>6,162,348</u>	<u>-</u>	<u>6,162,348</u>
Total Expenses	<u>30,986,315</u>	<u>-</u>	<u>30,986,315</u>	<u>31,761,898</u>	<u>-</u>	<u>31,761,898</u>
<b>CHANGE IN NET ASSETS</b>	(1,290,817)	(308,115)	(1,598,932)	3,555,090	(1,647,747)	1,907,343
Net Assets - Beginning of Year	<u>12,073,151</u>	<u>3,815,002</u>	<u>15,888,153</u>	<u>8,518,061</u>	<u>5,462,749</u>	<u>13,980,810</u>
<b>NET ASSETS - END OF YEAR</b>	<u>\$ 10,782,334</u>	<u>\$ 3,506,887</u>	<u>\$ 14,289,221</u>	<u>\$ 12,073,151</u>	<u>\$ 3,815,002</u>	<u>\$ 15,888,153</u>

See accompanying Notes to Consolidated Financial Statements.

**AWANA CLUBS INTERNATIONAL AND AFFILIATES**  
**CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES**  
**YEAR ENDED JUNE 30, 2024**

	<u>Program Services</u>	<u>Management and General</u>	<u>Fundraising</u>	<u>Total</u>
Cost of Goods Sold	\$ 5,388,628	\$ -	\$ -	\$ 5,388,628
Grants	4,375,749	-	-	4,375,749
Salaries and Wages	7,288,877	1,405,045	2,096,156	10,790,078
Benefits	1,723,180	164,747	289,900	2,177,827
Professional Fees	-	98,585	-	98,585
Contracted Services				
(Contract Labor)	2,748,054	253,822	817,040	3,818,916
Advertising and Promotion	434,851	12,006	153,651	600,508
Office Expenses	269,783	55,656	91,163	416,602
Information Technology	357,252	243,979	119,937	721,168
Occupancy	65,263	63,585	60,421	189,269
Travel and Meals	1,271,439	106,388	213,173	1,591,000
Conferences and Meetings	285,026	12,587	41,588	339,201
Depreciation	4,348	5,354	1,597	11,299
Insurance	-	386,310	-	386,310
Equipment	58,204	17,131	20,335	95,670
Less: Expenses Netted Against				
Revenues on the Statement of Activities	-	-	(14,495)	(14,495)
<b>Total Expenses</b>	<b><u><u>\$ 24,270,654</u></u></b>	<b><u><u>\$ 2,825,195</u></u></b>	<b><u><u>\$ 3,890,466</u></u></b>	<b><u><u>\$ 30,986,315</u></u></b>

See accompanying Notes to Consolidated Financial Statements.

**AWANA CLUBS INTERNATIONAL AND AFFILIATES**  
**CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES**  
**YEAR ENDED JUNE 30, 2023**

	<u>Program Services</u>	<u>Management and General</u>	<u>Fundraising</u>	<u>Total</u>
Cost of Goods Sold	\$ 5,472,177	\$ -	\$ -	\$ 5,472,177
Grants	5,483,502	60,300	-	5,543,802
Salaries and Wages	7,553,594	1,450,499	1,871,026	10,875,119
Benefits	1,469,328	130,807	250,869	1,851,004
Professional Fees	-	73,942	-	73,942
Contracted Services				
(Contract Labor)	2,152,247	223,697	807,136	3,183,080
Advertising and Promotion	717,700	6,432	85,481	809,613
Office Expenses	281,519	20,348	87,273	389,140
Information Technology	393,522	188,967	114,799	697,288
Occupancy	136,546	51,581	49,303	237,430
Travel and Meals	1,318,537	60,560	224,258	1,603,355
Conferences and Meetings	413,964	8,168	28,648	450,780
Depreciation	5,146	5,146	-	10,292
Insurance	61,814	309,068	41,209	412,091
Equipment	139,954	5,872	28,539	174,365
Less: Expenses Netted Against				
Revenues on the Statement of Activities	-	-	(21,580)	(21,580)
<b>Total Expenses</b>	<b><u><u>\$ 25,599,550</u></u></b>	<b><u><u>\$ 2,595,387</u></u></b>	<b><u><u>\$ 3,566,961</u></u></b>	<b><u><u>\$ 31,761,898</u></u></b>

See accompanying Notes to Consolidated Financial Statements.



**AWANA CLUBS INTERNATIONAL AND AFFILIATES**  
**CONSOLIDATED STATEMENT OF CASH FLOWS**  
**YEARS ENDED JUNE 30, 2024 AND 2023**

	2024	2023
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Change in Net Assets	\$ (1,598,932)	\$ 1,907,343
Adjustments to Reconcile Change in Net Assets to		
Net Cash Used by Operating Activities:		
Depreciation	11,299	10,292
Net Realized and Unrealized Gain on Investments	(199,850)	(50,967)
Allowance for Credit Losses	25,000	-
Noncash Lease Expense	(245)	990
(Increase) Reduction in Equity in Captive Insurance Company	164,011	(168,393)
Gain on Sale of Land, Building, and Equipment	-	(2,575,716)
Change in Value of Trusts	8,265	8,707
Change in Value of Annuities	(29,137)	6,570
Annuity Payments	-	-
Change in:		
Accounts Receivable	(98,206)	21,264
Receivables from Trusts	(121,608)	59,721
Inventory	140,841	(1,635,611)
Prepaid Expenses and Other Assets	(141,676)	145,395
Accounts Payable and Accrued Expenses	(346,940)	813,821
Funds Held for Others	(63,000)	(90,000)
Deferred Revenue	(78,340)	282,348
Net Cash Used by Operating Activities	(2,328,518)	(1,264,236)
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Purchase of Investments	(305,146)	(7,164,507)
Proceeds from Sale of Investments	2,000,000	-
Purchase of Land, Building, and Equipment	(21,081)	(24,918)
Proceeds from Sale of Land, Building, and Equipment	-	3,348,271
Net Cash Provided (Used) by Investing Activities	1,673,773	(3,841,154)
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Annuity and Trust Payments	(14,495)	(21,579)
Net Cash Used by Financing Activities	(14,495)	(21,579)
<b>CHANGE IN CASH AND CASH EQUIVALENTS</b>	(669,240)	(5,126,969)
Cash and Cash Equivalents - Beginning of Year	5,834,787	10,961,756
<b>CASH AND CASH EQUIVALENTS - END OF YEAR</b>	\$ 5,165,547	\$ 5,834,787
<b>SUPPLEMENTAL DISCLOSURES OF NONCASH INVESTING AND FINANCING ACTIVITIES</b>		
Employee Retention Credit	\$ -	\$ 1,756,322
Disposal of Fully Depreciated Assets	\$ -	\$ 8,500,388

See accompanying Notes to Consolidated Financial Statements.

**AWANA CLUBS INTERNATIONAL AND AFFILIATES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**  
**JUNE 30, 2024 AND 2023**

**NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

Awana Clubs International and Affiliates (ACI) is a nonprofit Christian ministry classified by the Internal Revenue Service as a tax-exempt, publicly supported religious organization. Accordingly, ACI is exempt from federal and state income taxes, and contributions to ACI are tax deductible within the limitations prescribed under Section 501(c)(3) of the Internal Revenue Code.

The purpose of ACI is to evangelize and disciple children and youth throughout the world to know, love, and serve the Lord Jesus Christ. ACI's ministry is funded from the sale of Bible-based children and youth ministry program materials, contributions from donors, and fees from church registrations and events.

**Principles of Consolidation**

The consolidated financial statements of ACI include the transactions and balances of The Awana Foundation which is a controlled affiliated organization of ACI. The Awana Foundation is an Illinois nonprofit organization established during fiscal year 2019 as a supporting organization to further the purposes of Awana Clubs International.

Awana International, a Colorado nonprofit corporation, was merged into Awana International LLC, an Illinois limited liability corporation, in 2013. Awana International LLC is a disregarded entity, without a board of directors or employees. The sole member, Awana Clubs International, manages Awana International LLC.

All intercompany transactions are eliminated upon consolidation.

**Basis of Accounting**

The consolidated financial statements of ACI have been prepared on the accrual basis of accounting. The preparation of consolidated financial statements in accordance 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 these estimates. The more significant accounting policies are described below.

**Cash and Cash Equivalents**

Cash and cash equivalents include checking, savings, and money market accounts. Certificates of deposit with a maturity of three months or less when purchased are considered cash equivalents. Certain items that meet the definition of cash equivalents, but are part of a larger pool of investments, are included in investments.

ACI maintains cash balances at several financial institutions. From time-to-time cash accounts may exceed federally insured limits. At June 30, 2024 and 2023, ACI's cash balances exceeded federally insured limits by \$4,284,839 and \$4,854,427, respectively. ACI does not believe these funds to be at substantial risk of loss due to the lack of federal insurance coverage.

**AWANA CLUBS INTERNATIONAL AND AFFILIATES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**  
**JUNE 30, 2024 AND 2023**

**NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**Investments and Trust Assets**

Investments and trust assets are reported at fair value as further described in Note 2. ACI reports investment income and gains and losses on investments as increases or decreases in net assets without donor restrictions unless a donor or law temporarily or permanently restricts their use. Realized and unrealized gains and losses are included in investment income in the consolidated statements of activities.

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

**Accounts Receivable and Allowance for Expected Credit Losses**

Accounts receivable primarily arise from the sale of children's and youth ministry materials to churches for their local programs. Included in the accounts receivable balance on the consolidated statements of financial position is an allowance for expected credit losses of \$50,000 and \$25,000 as of June 30, 2024 and 2023, respectively. Trade accounts receivable become past due when they exceed their contractual due dates, usually 30 days from the date of sale. The allowance for expected credit losses is maintained at a level that, in management's judgment, is adequate to absorb probable losses. The amount is based upon an analysis of overall trade receivables by management. Management's evaluation of the allowance for expected credit losses includes, but is not limited to, the historical experience of payment patterns of ACI, financial condition of ACI, other known facts and circumstances, and general current and future economic conditions. This process is based on estimates and ultimate losses may vary from current estimates. As changes in estimates occur, adjustments to the level of the allowance are recorded in the provision for credit losses in the period in which they become known. ACI does not assess finance charges or other late payment fees.

**Inventory**

Inventory consists of various products held for sale to churches, such as uniforms and curriculum, and are stated at the lower of weighted average cost or net realizable value. Included in the inventory balance on the consolidated statements of financial position is a reserve for obsolescence of \$850,000 and \$830,000 as of June 30, 2024 and 2023, respectively. Due to the unknown factors which may affect the obsolescence of the inventory, it is reasonably possible that the reserve for obsolescence could increase or decrease by a material amount in the near term.

**Prepaid Expenses and Other Assets**

Prepaid expenses and other assets consist primarily of prepaid insurance expense and prepaid expenses related to service agreements.

**AWANA CLUBS INTERNATIONAL AND AFFILIATES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**  
**JUNE 30, 2024 AND 2023**

**NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**Beneficial Interest in Trusts**

Charitable remainder trusts have been established naming ACI as the beneficiary. The irrevocable charitable remainder trusts, which are administrated by outside trustees, provide for the payment of distributions to the donors over their lifetimes. At the time of the donors' deaths, ACI will receive the remaining assets. The present value of future benefits expected to be received by ACI is estimated using applicable mortality tables at an average discount rate of 5% and total \$726,568 and \$604,960 at June 30, 2024 and 2023, respectively. Amortization of the discount on the estimated present value of future benefits has been included in change in value of trusts in the consolidated statements of activities. Changes in beneficial interest in trusts are substantially due to changes in fair value of the underlying investments.

ACI also administers irrevocable charitable trusts. These trusts provide the payment of lifetime distributions to the donor or other designated beneficiaries. The present value of the estimated future payments is calculated using an average discount rate of 5% and applicable mortality tables and is reported as trusts payable in the consolidated statements of financial position. At the death of the lifetime beneficiaries, the remaining assets are available for use by ACI.

The present value of the remainder interest is reported as a contribution with donor restrictions in the period received and as net assets with donor restrictions until a reclassification to net assets without donor restrictions is made upon maturity of the trust. The resulting actuarial gain or loss is recorded as a component of the change in value of trusts in the consolidated statements of activities. Trust assets with respect to these trusts consist of nonexpendable amounts invested, pursuant to ACI's trust agreements, and are included in investments as further disclosed in Note 2.

**Land, Buildings, Equipment, and Depreciation**

Expenditures for land, buildings, and equipment in excess of \$5,000 are capitalized at cost; all computers are expensed in the year purchased. Donated assets are capitalized at their fair market value on the date of donation. Depreciation is recorded on the straight-line method over the estimated useful lives of the respective assets, ranging from 3 to 30 years. The cost of normal repairs and maintenance is charged to expense as incurred. Expenditures that increase the life of an asset are capitalized and depreciated over the estimated remaining useful life of the asset.

**Deferred Revenue**

Income received from church registration, digital curriculum subscriptions, and events fees is deferred and recognized over the periods to which the fees relate.

**AWANA CLUBS INTERNATIONAL AND AFFILIATES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**  
**JUNE 30, 2024 AND 2023**

**NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**Annuity Agreements**

ACI has established a gift annuity program whereby donors may contribute assets to ACI for the right to receive a fixed dollar annual return during their lifetime. A portion of the transfer is considered to be a charitable contribution for income tax purposes. The difference between the amount provided for the gift annuity and the discounted liability for future payments, determined on an actuarial basis, is recognized as contribution income at the date of the gift. Upon the death of the annuitant, income distributions cease. The actuarial liability for annuities payable is calculated annually using published mortality rate tables adopted by the Internal Revenue Service at an assumed rate of return of 5%. The resulting actuarial gain or loss is recorded as a component of the change in value of annuities in the consolidated statements of activities. Assets funding annuity agreements are included with investments.

**Net Assets**

The consolidated financial statements report amounts separately by classes of net assets:

*Net Assets Without Donor Restrictions* – are those currently available for ministry purposes under the direction of the board of directors and those designated by the board for capital reserve.

*Net Assets With Donor Restrictions, Restricted by Purpose or Time* – are those contributed with donor stipulations for specific operating purposes or programs, those with time restrictions or those not currently available for use in ACI's ministries until commitments regarding their use have been fulfilled or lifetime beneficiary interests have ceased. When a purpose restriction is accomplished or when a stipulated time restriction ends, net assets with donor restrictions are released to net assets without donor restrictions and reported in the consolidated statements of activities as net assets released from restrictions.

*Net Assets With Donor Restriction, Restricted in Perpetuity* – are those contributed with donor restrictions requiring they be held in perpetuity as endowments. Income from these endowments is available for unrestricted purposes. The disclosure required by the *Reporting Endowment Funds* topic of the Accounting Standards Codification have not been included in these consolidated financial statements due to immateriality.

**Support and Revenue**

Sales revenue is recognized when earned, which is when goods are shipped to customers. All other noncontribution revenues are recorded when earned. Support is recognized when contributions are made, which may be when cash is received, an unconditional promise to give is made, or when ownership of donated assets is transferred.

**AWANA CLUBS INTERNATIONAL AND AFFILIATES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**  
**JUNE 30, 2024 AND 2023**

**NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**Support and Revenue (Continued)**

Gifts of cash or other assets are reported as restricted contributions if they are received with donor stipulations that limit the use of the donated assets. If donor restrictions are met in the same period in which the gift is received, the contribution is reported as contributions without donor restrictions. Otherwise, when donor stipulated time and/or purpose restrictions are met or accomplished, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the consolidated statements of activities as net assets released from restrictions.

Sales revenue is recognized at a point in time when goods are shipped or otherwise delivered to customers. Revenues and expenses from registration and event fees are deferred until the event occurs. Recognition is over time. All other revenues are recognized when earned and expenses when incurred, in accordance with the accrual basis of accounting.

**Functional Allocation of Expenses**

The costs of providing the various program services and supporting activities of ACI have been summarized on a functional basis in the consolidated statements of activities. Accordingly, certain costs have been allocated among the program services and supporting activities benefited. The supporting activities are indispensable to the conduct of the program services and to ACI's existence. All expenses are recorded when incurred in accordance with the accrual basis of accounting. The expenses allocated include salaries and benefits, depreciation, and occupancy, which are allocated based on an estimate of time and effort.

**Leases**

ACI determines if an arrangement is a lease at inception. Operating leases are included in right-of-use (ROU) assets – operating and lease liability – operating, and finance leases are included in right-of-use (ROU) assets – financing and lease liability – financing in the consolidated statements of activities.

ROU assets represent ACI's right to use an underlying asset for the lease term and lease liabilities represent ACI's obligation to make lease payments arising from the lease. ROU assets and liabilities are recognized at commencement date based on the present value of lease payments over the lease term. Lease terms may include options to extend or terminate the lease when it is reasonably certain that ACI will exercise that option. Lease expense for operating lease payments is recognized on a straight-line basis over the lease term. ACI has elected to recognize payments for short-term leases with a lease term of 12 months or less as expense as incurred and these leases are not included as lease liabilities or right of use assets on the consolidated statements of activities.

**AWANA CLUBS INTERNATIONAL AND AFFILIATES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**  
**JUNE 30, 2024 AND 2023**

**NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**Leases (Continued)**

The individual lease contracts do not provide information about the discount rate implicit in the lease. Therefore, ACI has elected to use a risk-free discount rate determined using a period comparable with that of the lease term for computing the present value of all lease liabilities.

ACI has elected not to separate nonlease components from lease components and instead accounts for each separate lease component and the nonlease component as a single lease component.

**Shipping and Handling Costs**

Total costs for shipping and handling were \$1,386,139 and \$1,523,356 for the years ended June 30, 2024 and 2023, respectively. These costs are included in costs of goods sold and contracted services which is a component of ministry programs and supplies expense in the consolidated statements of activities.

**Advertising and Promotion Expenses**

Promotion costs are expensed as incurred and consist of direct mail, magazine advertisements, and digital promotions. Total promotion expenses were \$600,508 and \$809,613 for the years ended June 30, 2024 and 2023, respectively.

**Subsequent Events**

Subsequent events have been evaluated through November 4, 2024, which is the date the consolidated financial statements were available to be issued and has considered any relevant matters in the preparation of the consolidated financial statements and footnotes.

**Adoption of New Accounting Standard**

At the beginning of 2023, ACI adopted FASB ASU 2016-13, *Financial Instruments - Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments*, as amended, which modifies the measurement of expected credit losses. ACI adopted this new guidance utilizing the modified retrospective transition method. ACI adopted the requirements of the guidance effective July 1, 2023. Adoption of this standard had no material impact on the ACI's consolidated financial statements.

**AWANA CLUBS INTERNATIONAL AND AFFILIATES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**  
**JUNE 30, 2024 AND 2023**

**NOTE 2 INVESTMENTS AND TRUST ASSETS**

Investments and trust assets consist of the following as of June 30:

	<u>2024</u>	<u>2023</u>
Investments:		
Mutual Funds	\$ 3,178,712	\$ 281,040
Money Market Funds	791,380	5,428,051
Bonds	1,685,954	-
Exchange Traded Products	86,004	-
Certificates of Deposit	235,200	1,777,631
Mineral Interests	4,200	4,200
Total Investments	<u>5,981,450</u>	<u>7,490,922</u>
Investments Held in Trust:		
Mutual Funds	98,461	85,967
Money Market Funds	11,361	9,387
Total Investments Held in Trust	<u>109,822</u>	<u>95,354</u>
 Total Investments and Trust Assets	 <u><u>\$ 6,091,272</u></u>	 <u><u>\$ 7,586,276</u></u>

In determining fair value, ACI uses various valuation approaches within the fair value measurements framework. Fair value measurements are determined based on the assumptions that market participants would use in pricing an asset or liability.

The fair value measurement framework establishes a hierarchy for inputs used in measuring fair value that maximizes the use of observable inputs and minimizes the use of unobservable inputs by requiring that the most observable inputs be used when available. ASC 820-10 defines levels within the hierarchy based on the reliability of inputs as follows:

*Level 1* – Valuations based on unadjusted quoted prices for identical assets or liabilities in active markets,

*Level 2* – Valuations based on quoted prices for similar assets or liabilities or identical assets or liabilities in less active markets, such as dealer or broker markets; and

*Level 3* – Valuations derived from valuation techniques in which one or more significant inputs or significant value drivers are unobservable, such as pricing models, discounted cash flow models, and similar techniques not based on market, exchange, dealer, or broker-traded transactions.



**AWANA CLUBS INTERNATIONAL AND AFFILIATES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**  
**JUNE 30, 2024 AND 2023**

**NOTE 2 INVESTMENTS AND TRUST ASSETS (CONTINUED)**

Fair value of assets measured on a recurring basis as of June 30 are as follows:

	2024			
	Level 1	Level 2	Level 3	Total
Investments and Trust Assets:				
Mutual Funds	\$ 3,277,173	\$ -	\$ -	\$ 3,277,173
Bonds	-	1,685,954	-	1,685,954
Exchange Traded Products	86,004	-	-	86,004
Mineral Interests	-	-	4,200	4,200
Certificates of Deposit	-	235,200	-	235,200
Total	<u>\$ 3,363,177</u>	<u>\$ 1,921,154</u>	<u>\$ -</u>	5,288,531
Money Market Funds				802,741
Total Investments at Fair Value				<u>\$ 6,091,272</u>
Beneficial Interest in Trusts	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 726,568</u>	<u>\$ 726,568</u>
	2023			
	Level 1	Level 2	Level 3	Total
Investments and Trust Assets:				
Mutual Funds	\$ 367,007	\$ -	\$ -	\$ 367,007
Mineral Interests	-	-	4,200	4,200
Certificates of Deposit	-	1,777,631	-	1,777,631
Total	<u>\$ 367,007</u>	<u>\$ -</u>	<u>\$ 4,200</u>	2,148,838
Money Market Funds				5,437,438
Total Investments at Fair Value				<u>\$ 7,586,276</u>
Beneficial Interest in Trusts	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 604,960</u>	<u>\$ 604,960</u>

The following table provides further details of Level 3 fair value measurements:

	Beneficial Interest in Trusts	Mineral Interests	Total
Balance - July 1, 2022	\$ 664,681	\$ 4,200	\$ 668,881
Change in Value of Beneficial Interest in Trusts	(59,721)	-	(59,721)
Balance - June 30, 2023	604,960	4,200	609,160
Change in Value of Beneficial Interest in Trusts	121,608	-	121,608
Balance - June 30, 2024	<u>\$ 726,568</u>	<u>\$ 4,200</u>	<u>\$ 730,768</u>

**AWANA CLUBS INTERNATIONAL AND AFFILIATES  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS  
JUNE 30, 2024 AND 2023**

**NOTE 2 INVESTMENTS AND TRUST ASSETS (CONTINUED)**

The following methods and assumptions were used to estimate the fair value for each class of financial instrument measured at fair value:

*Mutual Funds, Exchange Trade Products, and Money Market Funds* – The fair value is based on quoted market prices.

*Bonds and Certificates of Deposit* – The fair value is based on quoted prices for similar assets or liabilities or identical assets or liabilities in less active markets.

*Mineral Interests* – The fair value of mineral interests is determined based on a three-year average of annual production income multiplied by industry specific factors.

*Beneficial Interest in Trusts* – is based on calculating the present value of future benefits expected to be received by ACI using federal discount rates and applicable mortality tables at an average discount rate of 5%.

Changes in valuation techniques: None.

**NOTE 3 LAND, BUILDINGS, AND EQUIPMENT**

Land, buildings, and equipment consist of the following as of June 30:

	2024	2023
Buildings and Improvements	\$ 92,145	\$ 92,145
Furniture and Equipment	414,114	393,033
Total	506,259	485,178
Less: Accumulated Depreciation	(470,156)	(458,857)
Net Land, Buildings, and Equipment	\$ 36,103	\$ 26,321

Depreciation expense was \$11,299 and \$10,292 for the years ended June 30, 2024 and 2023, respectively.

In fiscal year 2021 ACI made the decision to list its Bode Road building, improvements, and equipment as property for sale. These assets were classified as held for sale and were reported in FY22 as the lower of its carrying amount or fair value less estimated selling costs, which was \$662,801 at June 30, 2023. On October 25, 2022, the assets were sold to an unrelated third-party for \$3,258,033. The sale price was in excess of carrying amounts resulting in a gain recognized of \$2,575,716.

**AWANA CLUBS INTERNATIONAL AND AFFILIATES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**  
**JUNE 30, 2024 AND 2023**

**NOTE 4 INVESTMENT IN CAPTIVE INSURANCE COMPANY**

ACI is part owner of a captive insurance company, Stewardship Insurance, Ltd. (SIL), which insures and reinsures some of ACI's own risk. SIL is organized as an offshore entity, domiciled in Bermuda. SIL has a subsidiary, Stewardship Reinsurance, Ltd., which operates as a reinsurance subsidiary. SIL's board of directors includes a representative from each of the nine owners. SIL derives its funds from the owners' premiums, interest earned on premium and claim reserves, and captured underwriting profit, as well as from the initial startup capital (on the initial purchase of shares by the owners). SIL allocates premiums and losses on an entity-specific basis. SIL reinsures the insurance carrier for ACI's own risk for workers' compensation, general liability, sexual misconduct, and automobile liability and physical damages. As of June 30, 2024 and 2023, ACI owns approximately 1.64% and 2.03%, respectively, of SIL, and accounts for its investment using the equity method. The investment in SIL is \$511,619 and \$675,630 as of June 30, 2024 and 2023, respectively. Summary financial information (unaudited) of SIL is as follows:

	2024	2023
Total Assets	<u>\$ 62,667,982</u>	<u>\$ 61,452,706</u>
Total Liabilities	<u>\$ 31,411,687</u>	<u>\$ 28,219,418</u>
Results of Operations	<u>\$ 3,030,998</u>	<u>\$ 192,569</u>

**NOTE 5 ANNUITIES AND TRUSTS PAYABLE**

Annuities and trusts payable consist of the following at June 30:

	2024	2023
Annuities Payable	\$ 79,415	\$ 115,956
Irrevocable Trust Obligations	17,674	16,500
Total	<u>\$ 97,089</u>	<u>\$ 132,456</u>
Change in Value of Annuities Consists of:		
Interest and Dividend Income	\$ 6,596	\$ 5,655
Actuarial Change	100,266	(53,419)
Annuity Payments	(7,404)	(14,488)
Total	<u>\$ 99,458</u>	<u>\$ (62,252)</u>
Change in Value of Trusts Consists of:		
Interest and Dividend Income	\$ 57,963	\$ 1,627
Payments to Beneficiaries	(7,091)	(7,091)
Total	<u>\$ 50,872</u>	<u>\$ (5,464)</u>

**AWANA CLUBS INTERNATIONAL AND AFFILIATES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**  
**JUNE 30, 2024 AND 2023**

**NOTE 6 DEFERRED REVENUE**

Deferred revenue at June 30, 2024 and 2023 consists of the following:

	<u>2024</u>	<u>2023</u>
Deferred Revenue:		
Sales of Ministry Materials	\$ 295,721	\$ 375,537
Registration and Event Fees	407,196	405,720
Total Deferred Revenue	<u>\$ 702,917</u>	<u>\$ 781,257</u>

ACI's deferred revenue for product sales is recognized at a point in time. ACI's deferred revenue for registration and event fees is recognized over time. Deferred revenue was \$498,909 at June 30, 2022.

**NOTE 7 CONTRACT REVENUE**

The following table shows ACI's revenues from contracts with customers disaggregated according to the timing of the transfer of goods or services:

	<u>2024</u>	<u>2023</u>
Revenue Recognized at a Point in Time:		
Sales of Ministry Materials	\$ 13,831,446	\$ 13,699,628
Revenue Recognized Over Time:		
Registration and Event Fees	1,049,216	1,053,630
Total Contract Revenue	<u>\$ 14,880,662</u>	<u>\$ 14,753,258</u>

ACI's contract liabilities are detailed in Note 6 above. ACI has no contract assets at June 30, 2024 and 2023.

**NOTE 8 LEASES**

ACI leases certain office facilities for various terms under long-term, noncancelable operating lease agreements. The leases expire at various dates through 2027. In the normal course of business, it is expected that these leases will be renewed or replaced by a similar lease.

**AWANA CLUBS INTERNATIONAL AND AFFILIATES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**  
**JUNE 30, 2024 AND 2023**

**NOTE 8 LEASES (CONTINUED)**

The following tables provide quantitative information concerning ACI's leases for the year ended June 30:

	<u>2024</u>	<u>2023</u>
Operating Lease Costs	\$ 155,025	\$ 86,427
Other Information:		
Operating Cash Flows	\$ 155,171	\$ 85,437
Right-of-Use Assets Obtained in Exchange for New		
Operating Lease Liabilities	\$ 473,058	\$ 161,130
Weighted-Average Remaining Lease Term	2.4 Years	0.8 Years
Weighted-Average Discount Rate	4.58%	2.84%

A maturity analysis of annual undiscounted cash flows for lease liabilities as of June 30, 2024, is as follows:

<u>Year Ending June 30,</u>	<u>Amount</u>
2025	\$ 177,378
2026	160,776
2027	78,246
Less: Imputed Interest	<u>(21,554)</u>
Total Present Value	<u>\$ 394,846</u>
Lease Liability	<u>\$ 394,846</u>

**NOTE 9 EMPLOYEE RETIREMENT PLAN**

ACI has a discretionary match 401(k) plan covering all eligible employees. Employer contributions of \$225,197 and \$217,675 were made in 2024 and 2023, respectively.

**AWANA CLUBS INTERNATIONAL AND AFFILIATES  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS  
JUNE 30, 2024 AND 2023**

**NOTE 10 NET ASSETS WITH DONOR RESTRICTIONS**

Net assets with donor restrictions consist of the following at June 30:

	2024	2023
Restricted by Purpose:		
International Projects	\$ 994,644	\$ 1,571,535
U.S. Ministry Projects	1,657,172	1,458,905
Restricted by Time:		
Charitable Remainder Trusts	84,462	78,852
Beneficial Interest in Trusts	669,859	604,960
Total	\$ 3,406,137	\$ 3,714,252

Net assets restricted in perpetuity total \$100,750 at both June 30, 2024 and 2023, and consist of endowment funds for which only the investment return is expendable.

**NOTE 11 RESTRICTED ENDOWMENTS**

ACI's Endowment Fund consists of four individual endowments that have been established by donors to provide annual funding to specific ministry projects and general operations. Net assets associated with endowment funds are classified based on the existence or absence of donor-imposed restrictions. ACI manages its endowments on a pooled basis, and earnings on the pooled investments are allocated on a pro-rata basis to each of the funds. See Note 2 for investments held as of June 30, 2024 and 2023.

ACI has interpreted the Uniform Prudent Management of Institutional Funds Act (UPMIFA) as requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds, absent explicit donor stipulations to the contrary. As a result of this interpretation, ACI classifies as permanently restricted net assets (a) the original value of gifts donated to the permanent endowment, and (b) the original value of subsequent gifts to the permanent endowment.

In Accordance with UPMIFA, ACI considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds: a) the duration and preservation of the fund; b) the purposes of the ministry and the donor-restricted endowment fund; c) general economic conditions; d) the possible effect of inflation and deflation; e) the expected total return of income and the appreciation of investments; f) other resources of ACI; and g) the investment policies of ACI.

**AWANA CLUBS INTERNATIONAL AND AFFILIATES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**  
**JUNE 30, 2024 AND 2023**

**NOTE 11 RESTRICTED ENDOWMENTS (CONTINUED)**

The change in endowment net assets for the fiscal years ended June 30 are as follows:

	2024	2023
Endowment Net Assets at Beginning of Year	\$ 140,253	\$ 132,257
Investment Return	25,075	10,823
Appropriation of Endowment Assets for Expenditure	(3,298)	(2,827)
Endowment Net Assets at End of Year	\$ 162,030	\$ 140,253

**NOTE 12 AFFILIATED INTERNATIONAL ORGANIZATIONS**

The ACI ministry extends throughout the world to reach children and youth with the Gospel of Jesus Christ. The ministry is conducted internationally through ACI branch offices and affiliated ACI national entities. ACI provided approximately \$5,557,000 and \$6,414,000 for the support of these organizations during the years ended June 30, 2024 and 2023, respectively.

**NOTE 13 LIQUIDITY AND AVAILABILITY OF RESOURCES**

The following table reflects ACI's consolidated financial assets as of June 30, reduced by amounts not available for general expenditure within one year. Financial assets are considered unavailable when illiquid or not convertible to cash within one year, under contractual or donor-imposed restrictions, or because the governing board has set aside the funds for specific contingency reserves and projects. These board designations could be drawn upon if the board approves such action.

	2024	2023
Financial Assets:		
Cash and Cash Equivalents	\$ 5,165,547	\$ 5,834,787
Investments	6,091,272	7,586,276
Financial Assets - Year End	11,256,819	13,421,063
Less: Those Unavailable for General Expenditures within One Year Due to:		
Restricted by Time or Purpose	(3,406,137)	(3,714,252)
Board Designated Capital Reserve	(1,917,115)	(1,917,115)
Restricted in Perpetuity	(100,750)	(100,750)
Total Unavailable for General Expenditures within One Year	(5,424,002)	(5,732,117)
Financial Assets Available to Meet Cash Needs for General Expenditures within One Year	\$ 5,832,817	\$ 7,688,946

ACI structures its financial assets to be available as its general expenditures, liabilities, and other obligations come due.

**AWANA CLUBS INTERNATIONAL AND AFFILIATES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**  
**JUNE 30, 2024 AND 2023**

**NOTE 14 EMPLOYEE RETENTION CREDIT**

On May 20, 2022, ACI applied for the Employee Retention Credit (ERC) grant funding from the Internal Revenue Service. Grants from the government are recognized when all conditions of such grants are fulfilled or there is reasonable assurance that they will be fulfilled. ACI recognized as revenue and received \$1,756,322 of refundable credits, which are included in the accompanying statement of activities as government grants. Eligibility and conditions for the ERC program may be audited by the IRS. The amount of liability, if any, from potential noncompliance cannot be determined with certainty; management is of the opinion that any audit will not have a material adverse impact on ACI's consolidated statements of financial position.





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