

Blessings International
Consolidated Financial Statements
Years Ended August 31, 2023 and 2022
With
Independent Auditor's Report

Blessings International
Consolidated Financial Statements
Years Ended August 31, 2023 and 2022

CONTENTS

Independent Auditor's Report	3
Audited Financial Statements:	
Consolidated Statements of Financial Position	5
Consolidated Statements of Activities	7
Consolidated Statements of Functional Expenses	9
Consolidated Statements of Cash Flows	11
Notes to Financial Statements	13



INDEPENDENT AUDITOR'S REPORT

To the Board of Trustees
Blessings International
Broken Arrow, Oklahoma

Opinion

We have audited the accompanying consolidated financial statements of Blessings International (a nonprofit organization) and its wholly owned subsidiary, Blessings THC, Inc. (a nonprofit organization), which comprise the consolidated statement of financial position as of August 31, 2023 and 2022, and the related consolidated 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 consolidated financial statements referred to above present fairly, in all material respects, the financial position of Blessings International and affiliates as of August 31, 2023 and 2022, and the changes in their net assets and their cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit 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 Blessings International and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the 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 Blessings International's ability to continue as a going concern within one year after the date that the consolidated 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 consolidated 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 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 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 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 Blessing International'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 Blessing International'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.

Hood & Associates CPAs, P.C.

Hood & Associates CPAs, P.C.

Tulsa, Oklahoma

November 6, 2023

Blessings International
Consolidated Statements of Financial Position
August 31, 2023 and 2022

	<u>2023</u>	<u>2022</u>
Current assets:		
Cash and cash equivalents	\$ 640,812	\$ 621,078
Short-term investments (<i>Note 6</i>)	1,612,118	1,916,920
Accounts receivable (net of reserve for doubtful accounts of \$4,500)	258,842	138,428
Pharmaceutical inventory (at cost) (<i>Note 2</i>)	1,210,902	1,146,388
Prepaid pharmaceutical purchases and other current assets	<u>548,801</u>	<u>359,175</u>
Total current assets	<u>4,271,475</u>	<u>4,181,989</u>
Property and Equipment (<i>Note 5</i>) :		
Land and building (Net of accumulated depreciation of \$899,075 and \$825,327 at August 31, 2023 and 2022, respectively)	2,354,955	2,412,407
Other property and equipment (Net of accumulated depreciation of \$876,444 and \$880,413 August 31, 2023 and 2022, respectively)	<u>45,784</u>	<u>65,613</u>
Net property and equipment	<u>2,400,739</u>	<u>2,478,020</u>
Other Assets:		
Long-term investments (<i>Note 6</i>)	<u>-</u>	<u>78,949</u>
Total other assets	<u>-</u>	<u>78,949</u>
Total assets	<u><u>\$ 6,672,214</u></u>	<u><u>\$ 6,738,958</u></u>

The accompanying notes are an integral part of the financial statements.

Blessings International
Consolidated Statements of Financial Position
August 31, 2023 and 2022

	<u>2023</u>	<u>2022</u>
Current liabilities:		
Accounts payable	\$ 38,833	\$ 105,385
Advance payments	38,778	129,529
Pension plan contributions payable and other accrued liabilities	<u>1,187</u>	<u>1,817</u>
Total current liabilities	<u>78,798</u>	<u>236,731</u>
Total liabilities	<u>78,798</u>	<u>236,731</u>
Net Assets:		
Without donor restrictions		
Operating	6,477,413	6,404,584
With donor restrictions		
Designated offerings	<u>116,003</u>	<u>97,643</u>
Total net assets	<u>6,593,416</u>	<u>6,502,227</u>
Total liabilities and net assets	<u><u>\$ 6,672,214</u></u>	<u><u>\$ 6,738,958</u></u>

The accompanying notes are an integral part of the financial statements.

Blessings International
Consolidated Statements of Activities
August 31, 2023 and 2022

	2023	2022
Changes in net assets without donor restrictions:		
Revenues, gains and other support:		
Net sales of pharmaceutical products and supplies	\$ 5,034,239	\$ 3,321,484
General undesignated offerings:		
Medicines for Nations Fund	115,668	91,264
Investment return (<i>Note 6</i>)	58,481	(139,520)
Net transfers to and from temporarily restricted net assets (<i>Note 3</i>)	(43,964)	(29,968)
Other	683	(60)
Other: Gain on Extinguishment of Debt	-	255,600
Total revenue and gains without donor restrictions	<u>5,165,107</u>	<u>3,498,800</u>
Net assets released from restrictions:		
Restrictions satisfied by payments	122,448	197,313
Restrictions satisfied by passage of time	-	-
Total net assets released from restrictions	<u>122,448</u>	<u>197,313</u>
Total revenues, gains, other support without donor restrictions	<u>5,287,555</u>	<u>3,696,113</u>
Expenses:		
Program services:		
Assistance and gifts:		
Estimated cost of pharmaceutical shipments	3,091,572	2,613,659
Gifts and other distribution costs	379,528	325,510
Salaries, wages and allocated overhead costs	<u>1,280,017</u>	<u>1,110,818</u>
Total program services	<u>4,751,117</u>	<u>4,049,987</u>
Supporting services:		
Management and general	394,317	330,168
Fundraising (<i>Note 8</i>)	<u>69,292</u>	<u>61,987</u>
Total supporting services	<u>463,609</u>	<u>392,155</u>
Total expenses	<u>5,214,726</u>	<u>4,442,142</u>
Increase (decrease) in net assets without donor restrictions	<u>72,829</u>	<u>(746,029)</u>

The accompanying notes are an integral part of the financial statements.

Blessings International
Consolidated Statements of Activities
August 31, 2023 and 2022

	<u>2023</u>	<u>2022</u>
Changes in net assets with donor restrictions:		
Designated offerings	\$ 125,644	\$ 181,925
Transfers to and from unrestricted funds <i>(Note 3)</i>	43,964	29,968
Contributions	(28,800)	(33,800)
Net assets released from restrictions	<u>(122,448)</u>	<u>(197,313)</u>
Increase (decrease) in net assets with donor restrictions	<u>18,360</u>	<u>(19,220)</u>
Increase (decrease) in net assets	91,189	(765,249)
Net assets, beginning of year	<u>6,502,227</u>	<u>7,267,476</u>
Net assets, end of year	<u><u>\$ 6,593,416</u></u>	<u><u>\$ 6,502,227</u></u>

The accompanying notes are an integral part of the financial statements.

Blessings International
Consolidated Statement of Functional Expenses
Year Ended August 31, 2023

	Program Services		Supporting Services		Total
	Assistance and Gifts	Other Program Costs	Management and General	Fundraising	
Cost of pharmaceutical shipments	\$ 3,091,572	\$ -	\$ -	\$ -	\$ 3,091,572
Cash Contributions	49,100	-	-	-	49,100
Outbound freight	322,410	-	-	-	322,410
Travel/Mission trips	2,500	15,897	-	-	18,397
Pharmaceutical reassay/destruction	5,518	-	-	-	5,518
Salaries, wages and bonuses	-	922,084	172,891	57,630	1,152,605
Pension plan	-	56,348	10,565	3,522	70,435
Employee medical and other benefits	-	62,110	11,646	3,882	77,638
Payroll taxes	-	64,532	12,100	4,032	80,664
Allocated processing costs	-	(176,387)	-	-	(176,387)
Depreciation	-	77,542	19,385	-	96,927
Insurance - general	-	40,123	9,805	226	50,154
Credit card processing fees	-	70,438	-	-	70,438
Computer maintenance and expense	-	43,986	10,997	-	54,983
Building, grounds and warehouse expenses	-	47,003	11,751	-	58,754
Dues and subscriptions	-	-	48,633	-	48,633
Office and warehouse supplies	-	28,594	7,148	-	35,742
Legal and professional fees	-	-	40,549	-	40,549
Printing, artwork, books and tapes	-	10,687	-	-	10,687
Telephone and internet fees	-	9,634	2,409	-	12,043
Seminars and conventions	-	-	12,275	-	12,275
Employee training and recruitment	-	-	8,013	-	8,013
Vehicle and other equipment maintenance and expense	-	3,812	953	-	4,765
Advertising and marketing	-	2,321	-	-	2,321
Entertainment/Employee relations	-	-	13,412	-	13,412
Postage	-	1,293	323	-	1,616
Bank charges	-	-	1,462	-	1,462
	<u>\$ 3,471,100</u>	<u>\$ 1,280,017</u>	<u>\$ 394,317</u>	<u>\$ 69,292</u>	<u>\$ 5,214,726</u>

The accompanying notes are an integral part of the financial statements.

Blessings International
Consolidated Statement of Functional Expenses
Year Ended August 31, 2022

	Program Services		Supporting Services		Total
	Assistance and Gifts	Other Program Costs	Management and General	Fundraising	
Cost of pharmaceutical shipments	\$2,613,659	\$ -	\$ -	\$ -	\$2,613,659
Cash Contributions	48,100	-	-	-	48,100
Outbound freight	262,002	-	-	-	262,002
Travel/Mission trips	928	12,624	-	-	13,552
Pharmaceutical reassay/destruction	14,481	-	-	-	14,481
Salaries, wages and bonuses	-	823,347	154,378	51,459	1,029,184
Pension plan	-	55,255	10,360	3,453	69,068
Employee medical and other benefits	-	45,830	8,593	2,864	57,287
Payroll taxes	-	58,050	10,884	3,628	72,562
Allocated processing costs	-	-158,267	-	-	-158,267
Depreciation	-	88,763	22,191	-	110,954
Insurance - general	-	28,636	6,998	161	35,795
Credit card processing fees	-	47,389	-	-	47,389
Computer maintenance and expense	-	34,324	8,581	-	42,905
Building, grounds and warehouse expenses	-	33,341	8,335	-	41,676
Dues and subscriptions	-	-	43,729	-	43,729
Office and warehouse supplies	-	20,679	5,170	-	25,849
Legal and professional fees	-	-	29,766	-	29,766
Printing, artwork, books and tapes	-	4,699	-	-	4,699
Telephone and internet fees	-	8,907	2,227	-	11,134
Seminars and conventions	-	-	6,755	-	6,755
Employee training and recruitment	-	-	4,419	-	4,419
Vehicle and other equipment maintenance and expense	-	3,906	976	-	4,882
Advertising and marketing	-	2,317	-	-	2,317
Entertainment/Employee relations	-	-	6,125	-	6,125
Fundraising	-	-	-	422	422
Postage	-	1,017	254	-	1,271
Bank charges	-	-	427	-	427
	<u>\$ 2,939,170</u>	<u>\$ 1,110,817</u>	<u>\$ 330,168</u>	<u>\$ 61,987</u>	<u>\$ 4,442,142</u>

The accompanying notes are an integral part of the financial statements.

Blessings International
Consolidated Statements of Cash Flows
August 31, 2023 and 2022

	<u>2023</u>	<u>2022</u>
Cash flows from operating activities:		
Cash received from net sales charges	\$ 4,794,273	\$ 3,407,738
Cash received from general undesignated offerings	115,668	91,264
Cash received from interest and dividends	10,954	9,582
Cash received from designated offerings	125,644	181,924
Cash received from other income	683	(60)
Cash disbursed for program services	(4,964,821)	(3,670,654)
Cash disbursed for management and general expenses	(374,931)	(303,234)
Cash disbursed for fundraising expenses	(69,292)	(61,988)
Net cash provided (used) by operating activities	<u>(361,822)</u>	<u>(345,428)</u>
Cash flows from investing activities:		
Proceeds from redemption of investments	401,202	124,477
Additions to real estate, equipment and software	(19,646)	(8,333)
Net cash provided (used) by investing activities	<u>381,556</u>	<u>116,144</u>
Cash flows from financing activities:	<u>-</u>	<u>-</u>
Net increase (decrease) in cash and cash equivalents	19,734	(229,284)
Cash and cash equivalents, beginning of year	<u>621,078</u>	<u>850,362</u>
Cash and cash equivalents, end of year	<u><u>\$ 640,812</u></u>	<u><u>\$ 621,078</u></u>

The accompanying notes are an integral part of the financial statements.

Blessings International
Consolidated Statements of Cash Flows
August 31, 2023 and 2022

**Reconciliation of changes in net assets to net cash
provided by operating activities:**

	<u>2023</u>	<u>2022</u>
Cash flows from operating activities:		
Increase (decrease) in net assets, net of non-cash activities*	\$ 43,662	\$ (866,700)
Adjustments to reconcile increase (decrease) in net assets to net cash provided by operating activities:		
Depreciation	96,927	110,954
Reserve for obsolete inventory	-	-
Change in assets and liabilities:		
(Increase) decrease in accounts receivable	(120,414)	(9,555)
(Increase) decrease in prepaid expenses	(175,217)	(174,074)
(Increase) decrease in inventory	(64,513)	417,842
Increase (decrease) in accounts payable	(66,552)	79,417
Increase (decrease) in advance payments	(90,752)	95,808
Increase (decrease) in pension plan contributions payable and other accrued liabilities	15,037	880
Total adjustments	<u>(405,484)</u>	<u>521,272</u>
Net cash used by operating activities	<u>\$ (361,822)</u>	<u>\$ (345,428)</u>

* Non-cash investing and financing activities consist of: (1) Unrealized gain (loss) of \$(885) and (\$193,470)
(2) Reinvested income of \$48,412 and \$44,062, and (3) Loan forgiveness of Paycheck Protection Program funds
of \$0 and \$255,600 for the fiscal years ended August 31, 2023 and August 31, 2022.

The accompanying notes are an integral part of the financial statements.

Blessings International
Notes to Consolidated Financial Statements
Years Ended August 31, 2023 and 2022

Note 1 – Nature of Activities

Blessings International (the “Ministry”) was incorporated in the State of Oklahoma on July 6, 1981. The primary focus of the Ministry is to obtain and distribute pharmaceuticals essential for the eradication of major diseases and parasites to clinics, hospitals and mission groups operating in developing nations. The Ministry obtains its pharmaceuticals by purchasing them from both U.S. and overseas sources. In recent years, the Ministry has increasingly relied on bulk purchases of generic drugs from several overseas suppliers through its “Import for Export” program. In prior years, the Ministry obtained significant pharmaceuticals from donations solicited from major pharmaceutical firms; however, no donations have been received since February 2009.

The Ministry distributes pharmaceuticals overseas to over 150 developing nations for the treatment of needy or indigent people and as well to areas of the United States to serve the needs of the “underserved” and “working poor” populations. By working through other non-profit medical providers, church-based ministries and clinics, the desired results of the services Blessings International offers is helping people in the realm of one of their most basic needs – good health. This is accomplished through the provision of essential medicines with the goal to heal the hurting, build healthy communities and transform lives for men, women, and children.

In August 2010, the ministry completed construction of a headquarters facility located in Broken Arrow, Oklahoma, to provide expanded warehouse, packaging, shipping, and office space. This state-of-the-art facility has approximately 18,300 square feet of space, including a 14,000 square foot temperature-controlled warehouse facility with an automated packaging room. The enlarged size and design of the facility allows for expanded partnerships with existing client organizations while also providing the capacity to serve new organizations both at an accelerated rate.

On October 10, 2016, Blessings International Board of Trustees formed Blessings THC, Inc. a 501(c)(2) organization, for the purpose of holding title to the real estate, consisting of the headquarters facility and land, and limited assets, as well as diversifying risk. The building and land were transferred effective in January 2017, and cash assets of \$500,000 were transferred in February 2017. Blessings THC, Inc. cannot conduct charitable or fund-raising activities and cannot retain income, turning over any retained income to its only member, Blessings International.

The Ministry is supported primarily through sales charges to its Christian and humanitarian mission clientele to cover the costs of overseas shipment, warehouse, and other overhead costs, as well as the costs of purchased pharmaceuticals. To a much lesser extent, the Ministry is supported by donor contributions, including cash received from state government campaign pledges that support its benevolent activities.

Blessings International
Notes to Consolidated Financial Statements
Years Ended August 31, 2023 and 2022

Note 2 – Summary of Significant Accounting Policies

(a) Basis of Accounting

The financial statements of the Ministry have been prepared on the accrual basis of accounting in accordance with U.S. generally accepted accounting principles (GAAP).

Effective September 1, 2018, the Ministry adopted the Financial Accounting Standards Board's Accounting Standards Update ("ASU" or "Update") 2016-14 *Not-for-Profit Entities* (Topic 958) which significantly changed the standards for the presentation and accompanying disclosures of the financial statements of nonprofit organizations. The ASU provided, among other things, that only two classes of net assets are to be reported in the statement of financial position – net assets with donor restrictions and net assets without donor restrictions, and an analysis of expenses by both their nature and function are to be presented in one location – either on the face of the statement of activities, as a separate statement, or in the notes to the financial statements. The ASU also required the disclosure of the method used to allocate costs among program and support services, and that nonprofit organizations must present more information about the liquidity of their financial assets and how the availability of the financial assets is limited by donor restrictions, legal restrictions, and governing board designations.

Effective September 1, 2020, the Ministry adopted ASU 2014-09, *Revenue from Contracts with Customers* (Topic 606). This standard requires an entity to recognize the amount of revenue to which it expects to be entitled for the transfer of promised goods and services to customers. ASU 2014-09 replaces most existing revenue recognition guidance in generally accepted accounting principles (GAAP). This standard also requires expanded disclosures relating to the nature, amount, timing and uncertainty of revenue and cash flows from contracts with customers. The Ministry adopted the new standard effective for the fiscal year ended August 31, 2021, using the full retrospective method. Based on the Ministry's review of its sales transactions with customers, the timing and amount of revenue recognized previously is consistent with how revenue is recognized under this new standard. The adoption of this standard had no impact on the statements of financial position and the statements of activities and changes in net assets.

In February 2016, FASB issued ASU 2016-02, *Leases* (Topic 842), which requires lessees to put most leases on their statement of financial position. ASU 2016-02 states that a lessee would recognize a lease liability for the obligation to make lease payments and a right-of-use asset for the right to use the underlying asset for the lease term. The Ministry adopted the new standard effective for the fiscal year ended August 31, 2022, using the full retrospective method. Based on the Ministry's review, no leases were identified. The adoption of this standard had no impact on the statements of financial position and the statements of activities and changes in net assets.

Blessings International
Notes to Consolidated Financial Statements
Years Ended August 31, 2023 and 2022

Note 2 – Summary of Significant Accounting Policies (continued)

(b) Principles of Consolidation

The consolidated financial statements include the accounts of Blessings International and its wholly owned subsidiary, Blessings THC, Inc. All inter-entity transactions and balances have been eliminated in consolidation.

(c) Cash and Cash Equivalents

For purposes of the statements of cash flows, the Ministry considers all unrestricted highly liquid investments with an initial maturity of three months or less when purchased to be cash equivalents. Such investments with an initial maturity of more than three months are classified as short-term investments in the Statement of Financial Position if their final maturity is one year or less from the date of the financial statements, and long-term investments if their final maturity is more than one year from the date of the financial statements.

(d) Investments

Investments in marketable securities with readily determinable fair values and all investments in certificates of deposit and other debt securities are reported at their estimated fair values in the statement of financial position. Unrealized gains and losses are included in the change in net assets. Short-term investments consist of debt securities with original maturities of twelve months or less or maturing within twelve months from year end and all marketable securities. Long-term investments consist of debt securities with original maturities greater than twelve months.

(e) Concentration of Credit Risk

The Ministry's cash equivalents, and certificates of deposit may, at times, exceed federally insured limits. The Federal Deposit Insurance Corporation ("FDIC") insures the aggregate total of account balances up to \$250,000 that are held with each financial institution. As of August 31, 2023, the Ministry exceeded FDIC insured account balance deposit insurance limits on its bank holdings at one financial institution by \$74,616, at another financial institution by \$3,005 and another financial institution by \$5,589. A concentration of custodial credit risk in excess of the FDIC insured account balance limits can pose a significant financial risk to an organization. However, to date, the Ministry has not experienced any losses on such deposits, and management believes that the ministry is not exposed to any significant credit risk associated with its cash equivalents and certificates of deposit. Management is aware of, and aims to limit the duration when balances exceed FDIC insured account balance deposit insurance limits due to timing of deposits.

Blessings International
Notes to Consolidated Financial Statements
Years Ended August 31, 2023 and 2022

Note 2 – Summary of Significant Accounting Policies (continued)

(f) Inventories

Inventories of pharmaceuticals, consisting of medicines, vitamins, and medical supplies purchased from both U.S. and overseas suppliers are stated at the lower of cost or market using a weighted moving average cost method.

The cost of pharmaceutical inventories includes the actual purchase cost for the products, including freight and any customs fees and duties associated with products imported from overseas suppliers, as well as an allocation of processing costs of bulk-purchased imported items for sorting, bottling, and labeling.

Processing costs include the costs of materials and supplies used in processing, direct labor costs and allocated overhead costs, such as depreciation, insurance, and employee benefits. The ratio of inventoried processing costs to total inventoried purchase costs of bulk-purchased pharmaceuticals is estimated to be generally the same as the ratio of total processing costs incurred for the year to the total purchase costs of such products incurred for the year.

For specific pharmaceuticals purchased from U.S. pharmaceutical companies, the inventory received is identified by manufacturer, item number and packaging size (National Drug Code (“NDC”)), and lot number and expiration date. Generic pharmaceutical products purchased in bulk quantities from overseas suppliers are referred to as “Import for Export” (IFE) products. For these IFE products, Ministry warehouse personnel sort and further process the products under Blessings International’s NDC number. All such pharmaceutical products are tracked and accounted for by a specific identification method through a perpetual management information system. Generally, no write downs of pharmaceutical inventories are required for estimated obsolescence or unmarketable inventory. The Ministry’s policy is to dispose of any expired, obsolete, or unmarketable inventories as needed. In many circumstances, the Ministry is able to locate organizations who can utilize short-dated pharmaceutical products and arrangements are made for bulk shipments of such items to the recipient organizations.

(g) Public Support and Revenues

Contributions received are recorded as either increases in net assets without donor restrictions or increases in net assets with donor restrictions, depending on the existence and/or nature of any donor restrictions, generally related to the designation of a cause, region/country or natural disaster for which the contribution is to be used.

Blessings International
Notes to Consolidated Financial Statements
Years Ended August 31, 2023 and 2022

Note 2 – Summary of Significant Accounting Policies (continued)

(h) Public Support and Revenues (continued)

All donor-restricted support is classified as “designated funds” and is reported as an increase in net assets with donor restrictions. When a restriction expires (that is, when a purpose restriction is accomplished), net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the Statement of Activities as net assets released from restrictions.

Effective September 1, 2018, pledges made to the Christian Service Charities for the benefit of the Ministry to Neighbor to Nation through state, local and corporate campaigns, are recorded as received on the cash basis of accounting and are classified as unrestricted support.

All contributions received, whether designated or general, are used toward the Ministry's benevolence projects. Because pharmaceutical sales charges are sufficient to cover all management and fund-raising expenses, not one penny of a donor's dollar is used to pay supporting overhead expenses.

Pharmaceutical sales, net of any amounts forgiven (“gifts from Blessings International”) or usage of designated offerings, are recognized when billed, upon shipment of pharmaceuticals to recipients.

(i) Accounts and Other Receivables and Allowances for Doubtful Accounts

Accounts and other receivables consisted solely of trade receivables at August 31, 2023 and 2022.

Trade receivables from Christian and humanitarian missions for pharmaceutical sales are stated at the historical invoice amount net of write-offs and allowance for doubtful accounts. The Ministry establishes an estimated allowance for doubtful accounts receivable based on various factors, including revenue, historical credit loss experience and current trends, but principally from any specific customer collection issues that the Ministry has identified. Uncollectible accounts receivable are written off when a settlement is reached for amount that is less than outstanding historical balance or when the Ministry has determined the balance will not be collected.

Blessings International
Notes to Consolidated Financial Statements
Years Ended August 31, 2023 and 2022

Note 2 – Summary of Significant Accounting Policies (continued)

(j) Property and Equipment

Acquisitions of property and equipment in excess of \$2,500 with a useable life of more than one year are capitalized. Property and equipment are carried at cost, if purchased, or, if donated, at the approximate fair value at the date of donation, less accumulated depreciation. Depreciation of furniture and fixtures, machinery and equipment, some computer hardware and software costs, and automotive equipment is computed using the straight-line method over estimated useful lives ranging from three to ten years.

Depreciation of the cost of the Ministry's office and warehouse building, net of 10% salvage value, is computed using the straight-line method over a forty-year life.

Depreciation expense amounted to \$96,927 and \$110,954 for the years ended August 31, 2023 and 2022, respectively.

(k) Income Taxes

The Ministry is a not-for-profit Private Voluntary Organization (PVO) that is exempt from income taxes under Section 501(C)(3) of the Internal Revenue Code and classified by the Internal Revenue Service as other than a private foundation.

The Ministry's Forms 990, Return of Organization Exempt from Income Tax, for the years ended August 31, 2020, 2021, 2022 and 2023 are subject to examination by the Internal Revenue Service, generally for three years after they were filed.

(l) Cost Allocation

The costs of providing various programs and other activities have been summarized on a functional basis in the Statement of Activities as either program services, management and general, or fund-raising expenses. As the financial statements of the Ministry report certain categories of expenses that are attributable to both program and supporting functions, these expenses require allocation on a reasonable basis that is consistently applied. The expenses that are allocated include compensation and benefits, depreciation, and occupancy expenses. All such allocable expenses and costs are allocated between program services and supporting services expenses based on estimates of the Ministry's management.

Blessings International
Notes to Consolidated Financial Statements
Years Ended August 31, 2023 and 2022

Note 2 – Summary of Significant Accounting Policies (continued)

(m) Donated Services

During the years ended August 31, 2023 and 2022, the value of contributed services meeting the requirements for recognition in the financial statements was not material and has not been recorded.

(n) Use of Estimates in the Preparation of Financial Statements

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amount of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues, gains and other support and expenses during the reporting period. Actual results could differ from those estimates.

(o) Date of Management's Review

Subsequent events have been evaluated through November 6, 2023, which was the date the financial statements were available to be issued.

Note 3 – Transfers to Net Assets with Donor Restrictions

In August 2023, \$43,964 was transferred from the undesignated MFN fund to replenish the over-expended designated funds of "Medicines for Orphans" and "USA". In August 2022, \$29,968 was transferred from the undesignated MFN fund to replenish the over-expended designated fund, "Medicines for Orphans".

Blessings International
Notes to Consolidated Financial Statements
Years Ended August 31, 2023 and 2022

Note 4 – Liquidity and Availability of Financial Assets

The Ministry is primarily funded by sales charges to its Christian and humanitarian mission clientele for pharmaceuticals and to a much lesser extent by contributions from donors, some of which contain restrictions which require that resources be designated for a certain country or region or for a cause or natural disaster. Therefore, the Ministry must maintain adequate resources to meet those responsibilities to its donors and certain financial assets may not be available for general expenditure within one year. As part of its liquidity management, the Ministry has a goal to structure its financial assets to be available as general expenditures, liabilities and other obligations become due.

The Ministry also invests its cash in excess of its daily needs in money market accounts and short-term investments, such as certificates of deposit and mutual funds.

The summary below reflects the Ministry's financial assets as of the statement of financial position date, August 31, 2023, reduced by amounts that are not available for general use due to contractual or donor-imposed restrictions within one year of August 31, 2023. Amounts that are not available also include board designated amounts that could be utilized if the Board of Trustees approved the use.

Financial assets, at year-end	\$ 2,511,772
Less those unavailable for general expenditures within one year, due to:	
Donor-restricted to usage in a designated country or region, or for a designated cause or natural disaster	(116,003)
Financial assets available to meet cash needs for general expenses within one year	\$ 2,395,769

Blessings International
Notes to Consolidated Financial Statements
Years Ended August 31, 2023 and 2022

Note 5– Property and Equipment

At August 31, 2023 and 2022, property and equipment was comprised of the following:

	2023	2022
Land	\$ 253,649	\$ 253,649
Buildings and improvements	3,000,381	2,984,085
Machinery and equipment	659,874	663,376
Computer equipment	19,970	37,641
Computer software costs	164,376	169,151
Office furniture and fixtures	28,306	28,306
Website	27,514	25,364
Automobile	22,188	22,188
	<u>4,176,258</u>	<u>4,183,760</u>
Less accumulated depreciation	(1,775,519)	(1,705,740)
	<u><u>\$ 2,400,739</u></u>	<u><u>\$ 2,478,020</u></u>

Note 6 – Investments

Investments at August 31, 2023 and 2022 consisted of certificates of deposit stated at cost, which approximated fair value as their interest rates reflect market rates, various mutual funds and a preferred stock stated at their estimated fair values.

	2023	2022
Certificates of deposit	\$ 562,851	\$ 729,132
Mutual funds	886,763	1,088,324
Preferred stock	162,504	178,414
	<u>1,612,118</u>	<u>1,995,870</u>
Less certificates of deposit, mutual funds and preferred stock classified as current assets	<u>1,612,118</u>	<u>1,916,920</u>
Long-term investments	<u><u>\$ -</u></u>	<u><u>\$ 78,950</u></u>

Blessings International
Notes to Consolidated Financial Statements
Years Ended August 31, 2023 and 2022

Note 6 – Investments (continued)

Investment return for the years ended August 31, 2023 and 2022 was comprised of the following:

	<u>2023</u>	<u>2022</u>
Interest and dividend income from certificates of deposit, money market accounts and equity investments	\$ 59,366	\$ 53,950
Unrealized appreciation (depreciation) in fair value of investments in mutual funds and preferred stock	(885)	(193,470)
	<u>\$ 58,481</u>	<u>\$ (139,520)</u>

Note 7 – Retirement Arrangement with Staff Employees

The Ministry offers staff employees the opportunity for participation in a contributory 403(B) defined contribution plan. All full or part-time staff employees may participate with elective deferrals after 90 days of employment. After two years of employment, the Ministry double matches (2% for every 1%) employees' contributions up to 5% of their regular salary. The employer match was suspended due to the financial position as of July 15, 2020 but resumed on June 1, 2021. The expense to the Ministry under this arrangement was \$70,435 and \$69,068 for the years ended August 31, 2023 and 2022, respectively.

Note 8 – Fundraising Expenses

The Ministry's fundraising efforts consist of regular newsletter appeals and on occasion special events. The Ministry's fund-raising efforts through normal operations consist of the allocated portion of the salary and related overhead of the Ministry's President, Chief Financial Officer and other administrative staff members, and certain identifiable costs related to fund-raising, including advertisements for cash donations placed in various publications. Such identifiable fund-raising expenses were \$69,292 and \$61,987 for the years ended August 31, 2023 and 2022, respectively.

Blessings International
Notes to Consolidated Financial Statements
Years Ended August 31, 2023 and 2022

Note 9 – Fair Value Measurements

The fair value measurements and levels within the fair value hierarchy of those measurements for the assets reported at fair value on a recurring basis at August 31, 2023 and 2022 are as follows:

August 31, 2023:

<u>Description</u>	<u>Fair Value</u>	<u>Level 1</u>	<u>Level 2</u>
Short-Term Investments:			
Certificates of deposit	\$ 562,851	\$ -	\$ 562,851
Mutual funds	886,763	886,763	-
Preferred stocks	162,504	162,504	-
	<u>\$ 1,612,118</u>	<u>\$ 1,049,267</u>	<u>\$ 562,851</u>

August 31, 2022:

<u>Description</u>	<u>Fair Value</u>	<u>Level 1</u>	<u>Level 2</u>
Short-Term Investments:			
Certificates of deposit	\$ 650,182	\$ -	\$ 650,182
Mutual funds	1,088,324	1,088,324	-
Preferred stocks	178,414	178,414	-
	<u>1,916,920</u>	<u>1,266,738</u>	<u>650,182</u>
Long-Term Investments:			
Certificates of deposit	78,949	-	78,949
	<u>\$ 1,995,869</u>	<u>\$ 1,266,738</u>	<u>\$ 729,131</u>

Blessings International
Notes to Consolidated Financial Statements
Years Ended August 31, 2023 and 2022

Note 9 – Fair Value Measurements (continued)

Level 1 Fair Value Measurements

Investments in mutual funds and preferred stock are reported at fair value on a recurring basis by reference to quoted market prices on an active market and other relevant information generated by market transactions.

Level 2 Fair Value Measurements

Investments in certificates of deposit are reported at estimated fair value on a recurring basis based on their original cost, which should reasonably approximate their market value, as compared to quoted prices for identical or similar instruments in markets that are not active.

The preceding methods described may produce a fair value calculation that may not be indicative of net realizable value or future fair values. Furthermore, although the Ministry believes the valuation methods used were appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date.