## FINANCIAL STATEMENTS

For the Years Ended December 31, 2014 and December 31, 2013

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#### INDEPENDENT AUDITORS' REPORT

To the Board of Trustees Life Issues Institute, Inc. Cincinnati, Ohio

We have audited the accompanying financial statements of Life Issues Institute, Inc. (a nonprofit organization), which comprise the statements of financial position as of December 31, 2014 and December 31, 2013, and the related statements of activities, functional expenses and cash flows for the years then ended, and the related notes to the financial statements.

#### Management's Responsibility 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; this includes 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.

#### Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### **Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Life Issues Institute, Inc. as of December 31, 2014 and December 31, 2013, and the changes in its net assets and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

Rudler, PSC

Ft. Wright, Kentucky March 3, 2015

# STATEMENTS OF FINANCIAL POSITION December 31, 2014 and December 31, 2013

	2014			
	Unrestricted	Temporarily Restricted	Total	
ASSETS				
CURRENT ASSETS				
Cash	\$ 145,037	\$ 253,398	\$ 398,435	
Prepaid expenses	3,420	0	3,420	
Total Current Assets	148,457	253,398	401,855	
PROPERTY AND EQUIPMENT	328,825	0	328,825	
Total Assets	\$ 477,282	\$ 253,398	\$ 730,680	
LIABILITIES AND NET ASSETS				
CURRENT LIABILITIES				
Accounts payable	\$ 30,201	\$ 0	\$ 30,201	
Accrued salaries	8,104	0	8,104	
Accrued and withheld payroll taxes	5,802	0	5,802	
Total Current Liabilities	44,107	0	44,107	
Total Liabilities	44,107	0	44,107	
NET ASSETS	433,175	253,398	686,573	
Total Liabilities and Net Assets	\$ 477,282	\$ 253,398	\$ 730,680	

	2013			
	Unrestricted	Temporarily Restricted	Total	
ASSETS				
CURRENT ASSETS				
Cash	\$ 226,678	\$ 413,311	\$ 639,989	
Prepaid expenses	8,484	0	8,484	
Total Current Assets	235,162	413,311	648,473	
PROPERTY AND EQUIPMENT	327,802	0	327,802	
Total Assets	\$ 562,964	\$ 413,311	\$ 976,275	
LIABILITIES AND NET ASSETS				
CURRENT LIABILITIES				
Accounts payable	\$ 38,153	\$ 0	\$ 38,153	
Accrued salaries	4,980	0	4,980	
Accrued and withheld payroll taxes	351	0	351	
Total Current Liabilities	43,484	0	43,484	
Total Liabilities	43,484	0	43,484	
NET ASSETS	519,480	413,311	932,791	
Total Liabilities and Net Assets	\$ 562,964	\$ 413,311	\$ 976,275	

#### STATEMENTS OF ACTIVITIES

For the Years Ended December 31, 2014 and December 31, 2013

2014 Temporarily Restricted Total Unrestricted SUPPORT AND REVENUE Contributions-direct mail \$ 97,468 \$ \$ 97,468 Contributions-major gifts 287,509 448,833 736,342 Contributions-telephone solicitation 46,835 46,835 0 Contributions-monthly 0 34,452 34,452 Contributions-programs 20,799 0 20,799 Thank you 0 6,500 6,500 Interest and dividends 0 987 987 Miscellaneous 2,564 2,564 Net assets released from restrictions 608,746 (608,746)0 Total Support and Revenue 1,105,860 (159,913)945,947 **EXPENSES** Program services 964,310 0 964,310 Supporting services Management and general 0 153,052 153,052 **Fund-raising** 74,803 0 74,803 **Total Expenses** 0 1,192,165 1,192,165 CHANGE IN NET ASSETS (159,913)(86,305)(246,218)NET ASSETS AT BEGINNING OF YEAR 519,480 932,791 413,311 NET ASSETS AT END OF YEAR 433,175 253,398 \$ 686,573

		2013		
	Unrestricted	Temporarily Restricted	Total	
SUPPORT AND REVENUE				
Contributions-direct mail	\$ 96,876	\$ 0	\$ 96,876	
Contributions-major gifts	95,400	956,507	1,051,907	
Contributions-telephone solicitation	61,227	0	61,227	
Contributions-monthly	31,152	0	31,152	
Contributions-programs	15,028	0	15,028	
Special event revenue (net)	379	0	379	
Thank you	5,284	0	5,284	
Interest and dividends	1,038	0	1,038	
Miscellaneous	4,490	0	4,490	
Net assets released from restrictions	971,539	(971,539)	0	
Total Support and Revenue	1,282,413	(15,032)	1,267,381	
EXPENSES				
Program services	1,044,506	0	1,044,506	
Supporting services				
Management and general	164,157	0	164,157	
Fund-raising	77,585	0	77,585	
Total Expenses	1,286,248	0	1,286,248	
CHANGE IN NET ASSETS	(3,835)	(15,032)	(18,867)	
NET ASSETS AT BEGINNING OF YEAR	523,315	428,343	951,658	
NET ASSETS AT END OF YEAR	\$ 519,480	\$ 413,311	\$ 932,791	

## STATEMENTS OF FUNCTIONAL EXPENSES

For the Years Ended December 31, 2014 and December 31, 2013

2014

		20	14	
	Program	Management	Fund	
	Expenses	and General	Raising	Total
Compensation and related expenses				
Compensation	\$ 440,849	\$ 108,756	\$ 24,000	\$ 573,605
Simple IRA	2,142	528	117	2,787
Health insurance	49,315	12,166	2,685	64,166
Payroll taxes	35,421	8,738	1,928	46,087
	527,727	130,188	28,730	686,645
Advertising - other	2,011	166	0	2,177
Bank service charges	1,360	2,315	0	3,675
Data processing	0	1,885	0	1,885
Depreciation	10,297	2,210	2,204	14,711
Educational materials	5,314	0	0	5,314
Fees and services				
Consulting	155	0	0	155
Legal and accounting	16,113	0	0	16,113
Syndication and production	222,217	0	0	222,217
Gifts and gratuities	4,031	711	0	4,742
Graphics	813	144	0	957
Loss and liability insurance	3,293	4,665	1,189	9,147
Mail handling	3,399	0	2,219	5,618
Meeting and memberships	7,463	0	0	7,463
Postage and shipping	20,254	1,895	8,669	30,818
Print and copy	32,052	1,081	18,085	51,218
Repairs and services	9,402	2,015	2,015	13,432
Supplies	6,812	1,460	1,460	9,732
Taxes and licenses	2,127	456	456	3,039
Telecommunication	9,202	0	9,202	18,404
Telephone	8,610	2,296	574	11,480
Travel	50,596	1,565	0	52,161
Web site	21,062	0	0	21,062
Total	\$ 964,310	\$ 153,052	\$ 74,803	\$ 1,192,165

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		2015			
	Program Expenses	Management and General	Fund Raising	Total	
Commonsation and related expenses	Expenses	and General			
Compensation and related expenses Compensation	\$ 470,820	\$ 115,767	\$ 24,000	\$ 610,587	
Simple IRA	2,056	505	105	2,666	
Health insurance	60,239	14,812	3,071	78,122	
Payroll taxes	39,996	9,834	2,039	51,869	
1 ayron taxes	573,111	140,918	29,215	743,244	
TV Advertising campaign	3,095	255	0	3,350	
Bank service charges	1,596	2,717	0	4,313	
Data processing	0	2,205	0	2,205	
Depreciation Depreciation	8,913	1,913	1,907	12,733	
Educational materials	10,890	0	0	10,890	
Fees and services	,				
Consulting	5,373	0	0	5,373	
Legal and accounting	9,125	0	0	9,125	
Syndication and production	255,009	0	0	255,009	
Gifts and gratuities	1,636	289	0	1,925	
Interest	112	24	24	160	
Loss and liability insurance	2,698	3,822	974	7,494	
Mail handling	3,803	0	2,483	6,286	
Meeting and memberships	11,552	0	0	11,552	
Postage and shipping	24,228	2,267	10,370	36,865	
Print and copy	31,098	1,049	17,547	49,694	
Repairs and services	10,507	2,252	2,252	15,011	
Supplies	9,521	2,040	2,040	13,601	
Taxes and licenses	2,104	451	451	3,006	
Telecommunication	9,786	0	9,786	19,572	
Telephone	8,037	2,143	536	10,716	
Travel	58,587	1,812	0	60,399	
Web site	3,725	0	0	3,725	
Total	\$ 1,044,506	\$ 164,157	\$ 77,585	\$ 1,286,248	

## STATEMENTS OF CASH FLOWS

For the Years Ended December 31, 2014 and December 31, 2013

	December 31, 2014	December 31, 2013	
CASH FLOWS FROM OPERATING ACTIVITIES		(10.065)	
Decrease in net assets	\$ (246,218)	\$ (18,867)	
Adjustments to reconcile change in net assets to net			
cash provided by operating activities:		10 500	
Depreciation	14,711	12,733	
Decrease (increase) in operating assets		(4.501)	
Prepaid expenses	5,064	(4,731)	
Increase (decrease) in operating liabilities			
Accounts payable	(7,952)	13,904	
Accrued salaries	3,124	(18,509)	
Accrued and withheld payroll taxes	5,451	(3,003)	
Net Cash Used By Operating Activities	(225,820)	(18,473)	
CASH FLOWS FROM INVESTING ACTIVITIES			
Capital expenditures	(15,734)	(1,959)	
Net Cash Used By Investing Activities	(15,734)	(1,959)	
CASH FLOWS FROM FINANCING ACTIVITIES			
Payments on long term debt	0	(11,679)	
Net Cash Used by Financing Activities	0	(11,679)	
NET DECREASE IN CASH	(241,554)	(32,111)	
CASH, BEGINNING OF YEAR	639,989	672,100	
CASH, END OF YEAR	\$ 398,435	\$ 639,989	

NOTES TO FINANCIAL STATEMENTS

December 31, 2014 and December 31, 2013

## NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

This summary of significant accounting policies of Life Issues Institute, Inc. is presented to assist in understanding the Organization's financial statements. The statements and notes are representations of the Organization's management, which is responsible for their integrity and objectivity. The accounting policies conform to generally accepted accounting principles.

**Nature of Organization** 

Life Issues Institute, Inc. is incorporated in the State of Ohio as a charitable organization and is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code. The purpose of Life Issues Institute, Inc. is to promote and provide effective educational tools for the pro-life movement and the public, through television and radio broadcast, speaker's bureau, meetings, conferences, publications, and other educational materials. The Organization's activities are on an international level. The Organization is supported primarily through donor contributions, gifts, foundations and other organizations.

#### **Financial Statement Presentation**

The Organization has presented its financial statements in accordance with generally accepted accounting principles for not-for-profits. Under this guidance, the Organization is required to report information regarding its financial position and activities according to three classes of net assets: unrestricted, temporarily restricted, and permanently restricted. In addition, the Organization is required to present a statement of cash flows.

The Organization administers the following classes of net assets:

Unrestricted net assets: Net assets that are not subject to donor-imposed stipulations.

Temporarily restricted net assets: Net assets subject to donor-imposed stipulations that will be met, either by the actions of the Organization and/or the passage of time. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions. If restrictions on revenue and other support are satisfied within the reporting period in which received, the organization recognizes such revenues and other support as increases in unrestricted net assets.

The Organization does not have any permanently restricted net assets.

#### **Revenue Recognition**

Revenue is recognized currently as donations and gifts are received.

#### **Contributions**

All contributions are considered to be available for unrestricted use unless donor stipulations specify how the contributions must be used.

#### **Contributed Services**

The Organization benefits from the efforts of many volunteers. It is not practical to quantify the value of these services and, therefore, no amount is shown in the financial statements for the value of their services.

NOTES TO FINANCIAL STATEMENTS (CONT'D)

December 31, 2014 and December 31, 2013

#### NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONT'D)

#### Estimates

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

#### **Advertising Costs**

Advertising costs are charged to operations when incurred.

#### **Property and Equipment**

Expenditures greater than \$500 for property and equipment and items which substantially increase the useful lives of existing assets are capitalized at cost. Depreciation is computed on the straight-line method over the estimated useful lives of the assets. Expenditures for maintenance and repairs are charged to expense as incurred, whereas major improvements are capitalized.

#### **Allocated Expenses**

Certain expenses have been allocated between program expenses, management and general expenses, and fund-raising expenses based upon management estimates.

#### **Joint Costs**

The Organization has incurred telecommunication expenses for the joint purposes of education and motivation to action and fund raising. Total telecommunication expenses for the year ended December 31, 2014 totaled \$18,403 and for the year ended December 31, 2013 totaled \$19,571. These expenses have been allocated equally between Program expenses and Fund Raising expenses.

#### Cash and Cash Equivalents

The Organization considers cash and cash equivalents to include cash on hand, cash in banks, and any other cash investments purchased with original maturities of 90 days or less. Cash in banks and cash investments may from time to time exceed federally insured amounts.

#### Compensated absences

Compensated absences for sick pay has not been accrued since it cannot be reasonably estimated. The Organization's policy is to recognize these costs when actually paid. Any unused sick pay is forfeited upon termination.

#### **Promises to Give**

Contributions are recognized when the donor makes a promise to give to the Institute that is, in substance, unconditional. Contributions that are restricted by the donor are reported as increases in unrestricted net assets if the restrictions expire in the fiscal year in which the contributions are recognized. All other donor-restricted contributions are reported as increases in temporarily or permanently restricted net assets depending on the nature of the restrictions. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets.

NOTES TO FINANCIAL STATEMENTS (CONT'D)

December 31, 2014 and December 31, 2013

#### **NOTE 2 - PROPERTY AND EQUIPMENT**

Property and equipment consists of the following:

	Dec	December 31, 2014		December 31, 2013	
Land	\$	24,750	\$	24,750	
Building and Improvements		454,038		454,038	
Office equipment		93,121		77,388	
Furniture		63,003		63,003	
	<del></del>	634,912		619,179	
Accumulated depreciation		(306,087)		(291,377)	
•	\$	328,825	\$	327,802	

## NOTE 3 - SUPPLEMENTAL INFORMATION ABOUT CASH FLOWS

Cash paid during the year for:

	Decem	December 31,  2014		December 31, 2013	
Income Tax	20				
	\$	0	\$	0	
Interest	\$	0	\$	611	

#### NOTE 4 - TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted net assets include, but are not limited to the following categories:

#### International

These net assets are for the promotion of pro-life issues outside of the United States.

#### Amistad

These net assets are for educating individuals and elected officials on the problem of sexual predators and the role abortion facilities play in covering up the crime of statutory rape.

#### **Urban Outreach**

These net assets are for developing pro-life educational literature, organizing educational groups and events, and the design of a pro-life website as an educational resource exclusively for the African American community.

#### **Television Project**

These net assets are for the development and production of a weekly half hour television program dealing with Life Issues.

NOTES TO FINANCIAL STATEMENTS (CONT'D)
December 31, 2014 and December 31, 2013

## NOTE 4 -TEMPORARILY RESTRICTED NET ASSETS (CONT'D)

Temporarily restricted net assets were available for the following purposes:

	12	2/31/2013		estricted onations		eases - nding	12	2/31/2014
International	\$	230	\$	0	\$	147	\$	83
Amistad		169,031		198,165	<i>-</i>	329,382		37,814
Urban Outreach	58,279		3,279 68,708			83,301		43,686
Television Project	185,771		181,960			195,916		171,815
Total temporarily								
restricted net assets	\$	413,311	\$_	448,833	\$ (	608,746	\$	253,398

#### **NOTE 5 - INCOME TAXES**

The Organization follows the provisions of FASB ASC 740-10-50, "Income Taxes- Overall-Disclosures." FASB ASC 740-10-50 sets forth a recognition threshold and measurement attribute for financial statement recognition of positions taken or expected to be taken in income tax returns. FASB ASC 740-10-50 had no material effects on the Organization's financial statements. The tax years 2011 - 2014 remain open to examination by the major taxing jurisdictions to which the Organization is subject.

#### **NOTE 6 - RETIREMENT PLAN**

The Organization has established a simple IRA plan effective in 1998. The plan covers employees who meet certain service requirements. For the years ended December 31, 2014 and December 31, 2013, the contribution was based on 3% of eligible wages. The Organization made contributions of \$2,787 in 2014 and \$2,666 in 2013.

#### **NOTE 7 - SUBSEQUENT EVENTS**

The Organization has evaluated all subsequent events through March 3, 2015, the date the financial statements were available to be issued.