



Financial Statements

September 30, 2019



Heartbeat International, Inc.

Financial Statements

September 30, 2019

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Independent Auditor's Report

Board of Directors
Heartbeat International, Inc.

Report on the Financial Statements

We have audited the accompanying financial statements of Heartbeat International, Inc. (a non-profit corporation) (the "Organization"), which comprise the statement of financial position as of September 30, 2019, and the related statements of activities and changes in net assets, functional expenses and cash flows for the year 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.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit 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 from 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 auditor's 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 Heartbeat International, Inc. as of September 30, 2019, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Emphasis of Matter

As discussed in Note A to the financial statements, effective October 1, 2018, the Organization adopted provisions of FASB issued Accounting Standards Update No. 2016-14, Presentation of Financial Statements of Not-For-Profit Entities. Our opinion is not modified with respect to this matter.

Wilging, Roush & Parsons CPAs

Wilging, Roush & Parsons CPAs

Mansfield, Ohio

July 14, 2020

Heartbeat International, Inc.
Statement of Financial Position
September 30, 2019

Assets

	2019
Cash and cash equivalents	\$ 2,996,411
Certificates of deposit	11,925
Other assets	1,094
Accounts receivable	25,404
Property and equipment, net of accumulated depreciation	562,374
Computer software development	68,351
Total assets	<u>\$ 3,665,559</u>

Liabilities and Net Assets

Liabilities

Accounts payable	\$ 95,200
Accrued expenses	43,569
Cash overdraft	44,897
Accrued payroll taxes and related liabilities	28,738
Total liabilities	<u>212,404</u>

Net Assets

Without donor restrictions	432,267
With donor restrictions	3,020,888
Total net assets	<u>3,453,155</u>
Total liabilities and net assets	<u>\$ 3,665,559</u>

The accompanying notes are an integral part of these financial statements

Heartbeat International, Inc.
Statement of Activities and Changes in Net Assets
For the Year Ended September 30, 2019

Without Donor Restrictions Net Assets

Public support and revenue:

Public Support:

	2019
Contributions and grants	\$ 2,225,066
Gifts-in-kind and donated services	45,500
Net assets released from restrictions	<u>1,393,572</u>
Total public support and net assets released from restrictions	<u>3,664,138</u>

Revenue:

Program service	1,125,233
Membership dues	189,343
Interest income	<u>14,559</u>
Total revenue	<u>1,329,135</u>

Total public support and net assets released from restrictions and revenue	4,993,273
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Expenses:

Program services	3,959,824
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Supporting services:

Management and general	246,495
Fundraising	<u>991,540</u>
Total supporting services	<u>1,238,035</u>
Total expenses	<u>5,197,859</u>

Decrease in without donor restrictions net assets	(204,586)
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With Donor Restriction Net Assets

Contributions	3,554,392
Net assets released from restrictions	<u>(1,393,572)</u>
Increase in with donor restriction net assets	<u>2,160,820</u>
 Increase in net assets	 1,956,234
 Net assets, beginning of year	 <u>1,496,921</u>
Net assets, end of year	<u><u>\$ 3,453,155</u></u>

The accompanying notes are an integral part of these financial statements

Heartbeat International, Inc.
Statement of Functional Expenses
For the Year Ended September 30, 2019

<u>Expenses</u>	<u>Program Services</u>	<u>Management and General</u>	<u>Fundraising</u>	<u>Total Expenses</u>
Salaries and wages	\$ 1,460,916	\$ 176,509	\$ 373,664	2,011,089
Payroll tax expense	140,143	15,790	30,483	186,416
Advertising	69,902	32	592	70,526
Bank charges	30,437	1,606	9,973	42,016
Board expenses	0	1,343	0	1,343
Conference and conventions	2,119	5,180	1,025	8,324
Conference facilities	366,383	11,179	26,818	404,380
Contract services	410,471	9,749	148,313	568,533
Contributions	628,793	0	28	628,821
Depreciation	196,921	700	1,400	199,021
Equipment rent and repair	16,546	1,515	26,895	44,956
Gifts-in-kind	45,500	0	0	45,500
Gifts	47,754	210	8,666	56,630
Goods purchased	51,847	0	0	51,847
Insurance	9,172	817	1,753	11,742
Licenses and certifications	2,512	311	6,719	9,542
Occupancy	42,564	7,740	14,212	64,516
Postage and delivery	22,995	661	128,822	152,478
Printing and duplications	26,726	315	152,692	179,733
Royalties	976	0	0	976
Payroll service	6,792	608	1,303	8,703
Subscriptions and memberships	122,339	3,352	540	126,231
Supplies	26,876	2,123	4,601	33,600
Telephone	83,873	1,685	7,209	92,767
Travel, lodging and related expenses	147,267	5,070	45,832	198,169
Total expenses	<u>\$ 3,959,824</u>	<u>\$ 246,495</u>	<u>\$ 991,540</u>	<u>\$ 5,197,859</u>

The accompanying notes are an integral part of these financial statements

Heartbeat International, Inc.
Statement of Cash Flows
For the Year Ended September 30, 2019

<u>Cash Flows From Operating Activities</u>	<u>2019</u>
Increase in net assets	\$ 1,956,234
Adjustments to reconcile increase in net assets provided by operating activities	
Depreciation and amortization	199,021
(Increase) decrease in assets:	
Other assets	3,811
Accounts receivable	(5,709)
Increase (decrease) in liabilities:	
Accounts payable	2,481
Accrued expenses	18,706
Cash overdraft	44,897
Accrued payroll taxes and related liabilities	(17,427)
Net cash provided by operating activities	<u>2,202,014</u>
 <u>Cash Flows From Investing Activities</u>	
Purchase of certificates of deposit	11,925
Proceeds from maturity of certificates of deposit	(11,925)
Purchase of property and equipment	(21,520)
Computer software development	(56,452)
Net cash (used) by investing activities	<u>(77,972)</u>
 <u>Cash Flows From Financing Activities</u>	
None	<u>0</u>
	0
Net increase in cash and cash equivalents	2,124,042
Cash and cash equivalents, beginning of year	872,369
Cash and cash equivalents, end of year	<u>\$ 2,996,411</u>
 <u>Cash and (cash overdraft) reconciliation</u>	
Cash and cash equivalents	\$ 2,996,411
(Cash overdraft)	(44,897)
Total cash and (cash overdraft)	<u>\$ 2,951,514</u>
 <u>Supplemental Disclosures</u>	
Cash Paid During the Year for:	
Interest	\$ 0
Taxes	<u>\$ 0</u>

The accompanying notes are an integral part of these financial statements

Heartbeat International, Inc.
Notes to Financial Statements
September 30, 2019

Note A - Summary of Organization and Significant Accounting Policies

Organization

Heartbeat International (Organization) is an Ohio non-profit corporation. The Internal Revenue Service granted the Organization exempt status under Section 501(c)(3) of the Internal Revenue Code, thereby making all donations received by the Organization deductible by the contributors for federal income tax purposes. The Organization is an association which provides consultation, education, training and support of life-affirming pregnancy service centers worldwide. The Organization's headquarters are located in Columbus, Ohio.

Basis of Accounting

The financial statements of the Organization have been prepared using the accrual basis of accounting and conform to accounting principles generally accepted in the United States of America as applicable to not-for-profits.

Basis of Presentation

Financial statement presentation follows the recommendations of the Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) Topic, *Financial Statement Presentation of Not-for-Profit Entities*. Under the FASB ASC Topic, the Organization is required to report information regarding its financial position and activities in two classes of net assets; without donor restrictions net assets and with donor restrictions net assets.

Net Assets

The net assets of the Organization and changes therein are classified and reported as follows:

Net Assets Without Donor Restrictions

Without donor restrictions net assets represent those resources that have no donor imposed restrictions.

Net Assets With Donor Restrictions

Net assets subject to donor imposed restrictions. Some donor imposed restrictions are temporary in nature, such as those that will be met with the passage of time or other events specified by the donor. Other donor imposed restrictions are perpetual in nature, where the donor stipulates that resources be maintained in perpetuity. Donor restricted contributions, the requirements of which are met in the year of contribution, are reported as without donor restrictions in the statement of activities and changes in net assets. See Note E for details.

Heartbeat International, Inc.
Notes to Financial Statements
September 30, 2019

Note A - Summary of Organization and Significant Accounting Policies (continued)

Use of Estimates

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

Cash and Cash Equivalents

For the purpose of financial position and cash flows, the Organization considers cash and equivalents as cash on hand, demand deposits and money market accounts with various financial

Accounts Receivable

Accounts receivable consist primarily of amounts due to the Organization from services performed. Accounts receivable are recorded at the amounts originally billed, less payments received, and are non-interest bearing. Management has determined that no allowance for uncollectible accounts receivable is necessary.

Property and Equipment

Property and equipment are stated at cost (for assets purchased by the Organization) or at their estimated fair value at the date of the donation (for assets donated to the Organization) at the date of donation. Donations of property and equipment are reported as increases in unrestricted assets unless the donor has restricted the donated asset to a specific purpose or time restriction. Maintenance and repairs are charged to expense in the year incurred. The cost and related accumulated depreciation of assets sold or otherwise retired are relieved from the accounts and resulting gains and losses are reflected in the statement of activities. The Organization capitalizes the cost of property and equipment acquisitions which cost greater than \$1,000 and have a useful greater than one year. The cost and related accumulated depreciation of assets sold or otherwise retired are relieved from the accounts and resulting gains and losses are reflected in the statement of activities and changes in net assets.

Heartbeat International, Inc.
Notes to Financial Statements
September 30, 2019

Note A - Summary of Organization and Significant Accounting Policies (continued)

Property and Equipment (continued)

Depreciation of property and equipment is provided over the estimated useful lives of the respective assets on a straight-line basis as follows:

<u>Asset Description</u>	<u>Life in Years</u>
Leasehold Improvements	5
Technology and office equipment	5 - 7
Office renovations, furniture & fixtures	5 - 7
Office and Computer Equipment	3 - 15
Real estate	39

Contributions

The Organization recognizes contributions received and made in accordance with *FASB ASC Topic, Accounting for Contributions Received and Contributions Made* . Contributions received, including contributed services and non-cash items, are recognized as revenues in the period received at their fair value. The Organization reports gifts of cash and other assets are restricted support if they are received with donor stipulations that limit the use or time of the donated assets. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose is accomplished, with donor restrictions net assets are reclassified to without donor restriction net assets and reported in the statement of activities and changes in net assets. Contributions received with donor imposed restrictions that are met in the same reporting period are reported without donor restriction contributions.

Donated Services

Amounts are reported in the financial statements for voluntary donations of service when those services create or enhance non-financial assets or require specialized skills provided by individuals possessing those skills, and which would be typically purchased if not provided by the donation. Donated services for the year ended September 30, 2019 that met the criteria for recognition under FASB ASC Topic, *Accounting for Contributions Received and Contributions Made* was \$0.

Gifts-in-kind

The Organization recognizes gifts-in-kind that create or enhance nonfinancial assets, that would typically need to be purchased if not provided by donation. These donated items are recorded at their fair value. During the year ended September 30, 2019, the value of donated items was \$45,500 of which the majority was for billboards and manuals.

Heartbeat International, Inc.
Notes to Financial Statements
September 30, 2019

Note A - Summary of Organization and Significant Accounting Policies (continued)

Revenue Recognition

Revenue from program services is recognized at the time services are provided. Revenue from membership dues is recognized when payment is received.

Advertising

The Organization uses various media to advertise programs to current and potential donors and to advertise special events. These costs are expensed as incurred.

Functional Allocation of Expenses

Expenses by function have been allocated among program and supporting services classification on the basis of actual expenses incurred by the program or supporting services, time records, and estimates made by the Organization's management.

Fair Value of Financial Instruments

Unless otherwise indicated, the fair values of all reported assets and liabilities which represent financial instruments (none of which are held for trading purposes) approximate the carrying values of such amounts.

Tax Status

The Organization is exempt from federal income taxes under section 501(c)(3) of the Internal Revenue Code. The Organization had no unrelated business income for the year ended September 30, 2019. Accordingly, the accompanying financial statements include no provision for income taxes.

The accounting standard on accounting for uncertainty in income taxes addresses the determination of whether tax benefits claimed or expected to be claimed on a tax return should be recorded in the financial statements. Under that guidance, the Organization may recognize the tax benefit from an uncertain tax position only if it is more likely than not that the tax position will be sustained on examination by taxing authorities based on the technical merits of the position. Examples of tax positions include the tax-exempt status of the Organization and various positions related to the potential sources of unrelated business taxable income (UBIT). The tax benefits recognized in the financial statements from such a position are measured based on the largest benefit that has a greater than 50% likelihood of being realized upon ultimate settlement. There were no unrecognized tax benefits identified or recorded as liabilities for September 30, 2019.

The Organization files its form 990 in the U.S. federal jurisdiction and the office of the various states' Attorney General. The Organization is generally no longer subject to examination by the Internal Revenue Service after three years.

Heartbeat International, Inc.
Notes to Financial Statements
September 30, 2019

Note A - Summary of Organization and Significant Accounting Policies (continued)

Recent Accounting Pronouncements

In June 2018, the FASB issued ASU No. 2018-8 “Not-for-Profit Entities: Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made.” The new standard provides a more robust framework for determining whether a transaction should be accounted for as a contribution or as an exchange transaction based on whether a resource provider is receiving value in return for the resources transferred. Further, the ASU provides additional guidance to help determine whether a contribution is conditional and better distinguish a donor-imposed condition from a donor-imposed restriction. The effective date of this amendment is for fiscal years beginning after December 15, 2019. Early application is permitted. The Organization is currently evaluating the impact of this ASU on its financial statements.

In May 2014, the FASB issued ASU 2014-09, “Revenue from Contracts with Customers (Topic 606),” which is a comprehensive new revenue recognition standard that will supersede existing revenue recognition guidance. The core principle of the guidance is that an entity should recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. The FASB issued ASU 2015-14 that deferred the effective date for the Organization until annual periods beginning after December 15, 2018. Earlier adoption is permitted subject to certain limitations. The amendments in this update are required to be applied retrospectively to each prior reporting period presented or with the cumulative effect being recognized at the date of initial application. The Organization is currently evaluating the impact of this ASU on its financial statements.

In February 2016, the FASB issued ASU 2016-02, Leases (Topic 842). The guidance in this ASU supersedes the current leasing guidance in Topic 840, Leases. Under the new guidance, lessees are required to recognize lease assets and lease liabilities on the balance sheets for all leases with terms longer than 12 months. Leases will be classified as either finance or operating, with classification affecting the pattern of expense recognition in the statement of activities. The new standard is effective for the Organization for the year beginning January 1, 2022. A modified retrospective transition approach is required for lessees for capital and operating leases existing at, or entered into after, the beginning of the earliest comparative period presented in the financial statements, with certain practical expedients available. The Organization is currently evaluating the impact of the pending adoption of the new standard on its financial statements.

In March 2020, the FASB issued ASU No. 2020-03, Codification Improvements to Financial Instruments. The guidance improves a variety of current accounting standards by correcting for unintended applications. The applicable sections of this guidance are effective for the Organization for years beginning after December 15, 2019. At this time, the Organization is evaluating the implications of ASU No. 2020-03 and its effects on the financial statements.

Heartbeat International, Inc.
Notes to Financial Statements
September 30, 2019

Note A - Summary of Organization and Significant Accounting Policies (continued)

Adoption of Accounting Standard

The requirements of the following Financial Accounting Standards Boards (FASB) Accounting Standards Update (ASU) were adopted during the year ended September 30, 2019:

ASU 2016-14, "*Presentation of Financial Statements of Not-For-Profit Entities*" (Topic 958): aims to improve how a nonprofit organization classifies its net assets and provides information in its financial statements and notes about its financial performance, cash flow, and liquidity. As a result of adoption, the unrestricted net assets of October 1, 2018 were transferred to net assets without donor restrictions. In addition, the temporarily restricted net assets as of October 1, 2018 were transferred to net assets with donor restrictions.

In addition, certain amounts have been reclassified in the prior year financial statements to conform with the current year financial statement presentation. The reclassifications have no effect on the total change in assets for the prior year.

Note B - Cash and Cash Equivalents

The cash and cash equivalent balances at September 30, 2019, located at various financial institutions, were comprised of checking, savings and money market accounts in the amount of \$2,996,411.

Note C - Certificates of Deposit

The certificates of deposit are required under an agreement with the State of Ohio Unemployment Compensation Bureau. Under terms of the agreement, in order for the Organization to be exempt from making payments to the Unemployment Compensation Fund for potential claims, the certificates of deposit are required as collateral.

The certificates of deposit balance at September 30, 2019, held at Hutningtn Bank, was \$11,925 bearing annual interest rates ranging from .10% to .55%. The Organization closed the certificate accounts by November 4, 2019.

Heartbeat International, Inc.
Notes to Financial Statements
September 30, 2019

Note D - Property and Equipment

At September 30, 2019, property and equipment consisted of the following:

	2019
Leasehold improvements and office renovations	\$ 27,289
Computers, office equipment and other equipment	310,284
Furniture & fixtures	45,097
Software	839,181
Real estate	2,180
Total, at cost	1,224,031
Less: accumulated depreciation	(661,657)
Total property, equipment and furniture, net	\$ 562,374

During the year ended September 30, 2019, the depreciation expense was \$199,021.

At September 30, 2019, there was \$68,351 in computer module software development not yet placed in service.

Note E - With Donor Restriction Net Assets

At September 30, 2019 with donor restriction net assets are available for the following purposes:

	2019
National Maternity Housing Coalition	\$ 11,707
Life Reach Global	5,080
HALO	18,774
Helping Hand	10,000
Virginia License Plate	84,240
Abortion Pill Rescue Network (APRN)	2,205,552
International	69,735
Unplanned movie scholarship	15,475
PHO Start up	600,325
Total with donor restriction net assets	\$ 3,020,888

During the year ended September 30, 2019, the Organization satisfied donor restrictions of - \$1,393,572 by satisfying time and/or purpose restrictions.

Note F - Advertising

For the year ended September 30, 2019, advertising expense was \$70,526,

Heartbeat International, Inc.
Notes to Financial Statements
September 30, 2019

Note G - Operating Lease

On October 1, 2019, the Organization entered into a five year operating lease for its operations and office facilities under a non-cancelable operating lease agreement expiring October 31, 2024. In the normal course of business, it is expected that the lease will be renewed or replaced by leases on other properties. The Organization is responsible for insurance and maintenance for the leased space.

The monthly lease expense is \$7,219 monthly. The amount charged to operations under all operating leases for the year ended September 30, 2019, was approximately \$64,500 for the year ended September 30, 2019.

Future minimum lease payments as of September 30 is as follows:

2020	\$	86,628
2021		86,628
2022		86,628
2023		86,628
2024		72,190
		<u>\$ 418,702</u>

Note H - Concentration of Credit Risk

The Organization maintains its cash accounts with local financial institutions. The balances are insured by the Federal Deposit Insurance Corporation (FDIC) up to \$250,000 for the year ended September 30, 2019. At various times during the year, the Organization's balances in the accounts may exceed the insured amount.

Note I - Concentration of Support

The Organization received approximately 67% of its support from five donors for the year ended September 30, 2019.

Heartbeat International, Inc.
Notes to Financial Statements
September 30, 2019

Note J - Summary of Fair Value Exposure

The FASB *Fair Value Measurement* standard clarifies the definition of fair value for financial reporting, establishes a framework for measuring fair value, and requires additional disclosure about the use of fair value measurements in an effort to make the measurement of fair value more consistent and comparable. The Organization has adopted this standard for its financial assets and liabilities measured on a recurring and nonrecurring basis (ASC 820-10).

Fair Value Measurement defines fair value as the amount that would be received from the sale of an asset or paid for the transfer of a liability in an orderly transaction between market participants, i.e., an exit price. To estimate an exit price, a three-tier hierarchy is used to prioritize the inputs:

Level 1: Quoted prices in active markets for identical assets.

Cash checking, savings accounts and certificates of deposit are composed of funds invested in savings accounts and certificates of deposit at various financial institutions. Funds invested in checking, savings accounts and certificates of deposit are valued based on the value of the deposited funds and net investment earnings less withdrawal and late fees.

Money market accounts consist primarily of domestic commercial paper and other cash management instruments, such as repurchase agreements and master notes, U.S. government and corporate obligations, and other securities. Money market accounts seek to maintain a stable net asset value (NAV) of \$1.

Level 2: Other significant observable inputs (including quoted prices for similar securities, interest rates, prepayment spreads, credit risk, etc.).

Level 3: Significant unobservable inputs (including the Organization's own assumptions in determining the fair value of the assets).

The inputs and methodology used for valuing the Organization's financial assets and liabilities are not indicators of the risks associated with those securities.

Heartbeat International, Inc.
Notes to Financial Statements
September 30, 2019

Note J - Summary of Fair Value Exposure (continued)

The following tables provide fair value measurement information for financial assets and liabilities measured at fair value on a recurring basis as of September 30, 2019:

	2019		
	Level 1	Level 2	Total
Assets:			
Cash and cash equivalents	\$ 82,185	\$ 0	\$ 82,185
Money market accounts	2,914,226	0	2,914,226
Certificates of deposit	11,925	0	11,925
	<u>\$ 3,008,336</u>	<u>\$ 0</u>	<u>\$ 3,008,336</u>

The methods described above may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, while the Organization believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value or certain financial instruments could result in a different fair value measurement as of the reporting date.

Effective for 2011, the FASB Accounting Standards Update, Improving Disclosures about Fair Value Measurements, requires that, in the reconciliation for fair value measurements using significant unobservable inputs (Level 3), a reporting entity should present separately information about purchases, sales, issuances, and settlements on a gross basis rather than as one net number (ASU 2010-06). The Organization did not hold any level 2 or 3 assets at September 30, 2019.

The Organization recognizes transfers of assets into and out of levels as of the date an event or change in circumstances causes the transfer. There were no transfers between levels in the year ended September 30, 2019.

Note K - Retirement Savings Plan

The Organization sponsors a 403(b) Retirement Savings and Profit Sharing Plan for all eligible employees as defined by the Plan. The participants may contribute a percentage of their salary not to exceed 403(b) limits of the Internal Revenue Code. The Organization may also make a discretionary contribution each year. The Organization did not make a discretionary contribution during the year ended September 30, 2019.

Note L - Related Party Transactions

During the year ended September 30, 2019, the Board Members contributed approximately \$178,699 to the Organization.

Heartbeat International, Inc.
Notes to Financial Statements
September 30, 2019

Note M - Liquidity and Availability of Financial Assets

The Organization monitors its liquidity so that it is able to meet its operating needs. The following table reflects the Organization's financial assets as of September 30, 2019, reduced by amounts not available for general operating expenditure within one year. Financial assets are considered unavailable when not liquid or not convertible into cash within one year, assets held for others, or board designated funds.

<u>Financial Assets:</u>	<u>2019</u>
Cash and cash equivalents	\$ 2,996,411
Certificates of deposit	11,925
Accounts receivable	25,404
Total financial assets	<u>\$ 3,033,740</u>
<u>Less: amounts not available for general expenditure within one year</u>	
With donor restrictions net assets	<u>3,020,888</u>
Total amounts not available for general expenditure within one year	<u>3,020,888</u>
Financial assets available (not available) to meet cash needs for general expenditures within one year	<u><u>\$ 12,852</u></u>

The Organization manages its cash available to meet general expenditures following three guiding principles: (1) operating with prudent range of financial soundness and stability, (2) maintaining adequate liquid assets, and (3) maintaining sufficient reserves to provide reasonable assurance that long-term grant commitments and obligations will continue to be met, ensuring the sustainability of the Organization.

Note N – Subsequent Events and Review

In January 2020, the Organization's board approved the acceptance of a tentative offer for control of Loving & Caring (a 501(c)3 Corporation) and officially transfer remaining intellectual property of Loving & Caring to Heartbeat International. Loving & Caring provides ministry to churches, pregnancy centers, and housing ministries.

Heartbeat International, Inc.
Notes to Financial Statements
September 30, 2019

Note N – Subsequent Events and Review (continued)

A novel strain of coronavirus surfaced in Wuhan, China, and has spread around the world, with resulting business and social disruption. The coronavirus was declared a Public Health Emergency of International Concern by the World Health Organization on January 30, 2020. The operations and business results of the Organization could be materially adversely affected. The extent to which the coronavirus (or any other disease or epidemic) may impact business activity will depend on future developments. These future developments are highly uncertain and cannot be predicted, including new information which may emerge concerning the severity of the coronavirus and the actions required to contain the coronavirus or treat its impact, among others.

In May 2020 the Organization received a loan in the amount of \$504,375 from the Paycheck Protection Program from the Small Business Administration and expects the proceeds of such loan to be forgiven as defined under the program.

Management has performed an analysis of the activities and transactions subsequent to September 30, 2019 to determine the need for any adjustments to and/or disclosures within the financial statements for the year ended September 30, 2019. Management has performed their analysis of subsequent events through July 14, 2020, the date the financial statements were available to be issued and determined no adjustments were needed.