

MERCY MINISTRIES OF AMERICA, INC.

Financial Statements

December 31, 2010 and 2009

(With Independent Auditors' Report Thereon)



LATTIMORE BLACK MORGAN & CAIN, PC
CERTIFIED PUBLIC ACCOUNTANTS AND BUSINESS ADVISORS

MERCY MINISTRIES OF AMERICA, INC.

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LATTIMORE BLACK MORGAN & CAIN, PC
CERTIFIED PUBLIC ACCOUNTANTS AND BUSINESS ADVISORS

INDEPENDENT AUDITORS' REPORT

The Board of Trustees of
Mercy Ministries of America, Inc.:

We have audited the accompanying statements of financial position of Mercy Ministries of America, Inc. (the "Ministry") as of December 31, 2010 and 2009, and the related statements of activities and changes in net assets, functional expenses and cash flows for the years then ended. These financial statements are the responsibility of the Ministry's management. 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 includes consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the internal control over financial reporting. Accordingly, we express no such opinion. An audit also includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Mercy Ministries of America, Inc. as of December 31, 2010 and 2009, 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.

Lattimore Black Morgan & Cain, PC

Brentwood, Tennessee
April 4, 2011

MERCY MINISTRIES OF AMERICA, INC.

Statements of Financial Position

December 31, 2010 and 2009

| | <u>Assets</u> | |
|--|---------------------|----------------------|
| | <u>2010</u> | <u>2009</u> |
| Current assets: | | |
| Cash | \$ 131,207 | \$ 247,743 |
| Restricted cash | 17,989 | 395,957 |
| Contributions receivable | 130,427 | 188,869 |
| Other receivables | 16,958 | 9,724 |
| Receivable from affiliate | - | 133,351 |
| Inventories | 280,013 | 340,601 |
| Prepaid expenses | 125,655 | 111,993 |
| Other current assets | <u>60,271</u> | <u>55,881</u> |
| Total current assets | <u>762,520</u> | <u>1,484,119</u> |
| Property and equipment, net: | | |
| Land | 1,055,280 | 1,055,280 |
| Land - undeveloped | 1,040,525 | 1,040,525 |
| Buildings | 6,397,120 | 6,252,600 |
| Equipment and furniture | 2,266,102 | 2,118,520 |
| Vehicles | 290,385 | 290,385 |
| Website development | <u>71,770</u> | <u>59,770</u> |
| | 11,121,182 | 10,817,080 |
| Less accumulated depreciation and amortization | <u>3,951,045</u> | <u>3,525,999</u> |
| Property and equipment, net | <u>7,170,137</u> | <u>7,291,081</u> |
| Land - held for sale | <u>2,003,323</u> | <u>2,003,323</u> |
| | <u>\$ 9,935,980</u> | <u>\$ 10,778,523</u> |
| <u>Liabilities and Net Assets</u> | | |
| Current liabilities: | | |
| Line of credit | \$ 84,955 | \$ - |
| Accounts payable | 99,103 | 272,535 |
| Accrued expenses | 106,922 | 88,627 |
| Current portion of notes payable | 2,157,594 | 279,417 |
| Current portion of capital lease obligations | <u>26,089</u> | <u>10,596</u> |
| Total current liabilities | 2,474,663 | 651,175 |
| Notes payable, excluding current portion | - | 1,875,000 |
| Long term portion of capital lease obligation | <u>26,905</u> | <u>19,543</u> |
| Total liabilities | <u>2,501,568</u> | <u>2,545,718</u> |
| Net assets: | | |
| Unrestricted | 7,430,019 | 7,914,380 |
| Temporarily restricted | <u>4,393</u> | <u>318,425</u> |
| Total net assets | <u>7,434,412</u> | <u>8,232,805</u> |
| | <u>\$ 9,935,980</u> | <u>\$ 10,778,523</u> |

See accompanying notes to the financial statements.

MERCY MINISTRIES OF AMERICA, INC.

Statements of Activities and Changes in Net Assets

Years ended December 31, 2010 and 2009

| | 2010 | | |
|--|----------------------------|-------------------------------|----------------------------|
| | <u>Unrestricted</u> | <u>Temporarily Restricted</u> | <u>Total</u> |
| Revenues, gains and other support: | | | |
| Contributions | \$ 6,179,227 | \$ 1,095,095 | \$ 7,274,322 |
| Special events | 676,903 | - | 676,903 |
| Adoption application fees | 3,525 | - | 3,525 |
| Resource sales | 95,400 | - | 95,400 |
| In-kind donations | 90,586 | - | 90,586 |
| Interest income | 2 | - | 2 |
| Other income | <u>4,119</u> | <u>-</u> | <u>4,119</u> |
| Total revenues, gains and other support | 7,049,762 | 1,095,095 | 8,144,857 |
| Net assets released from restriction | <u>1,409,127</u> | <u>(1,409,127)</u> | <u>-</u> |
| Total revenues and other support | <u>8,458,889</u> | <u>(314,032)</u> | <u>8,144,857</u> |
| Functional Expenses: | | | |
| Counseling and support | 7,243,434 | - | 7,243,434 |
| Management and general | 999,869 | - | 999,869 |
| Fundraising | <u>699,947</u> | <u>-</u> | <u>699,947</u> |
| Total functional expenses | <u>8,943,250</u> | <u>-</u> | <u>8,943,250</u> |
| Change in net assets | (484,361) | (314,032) | (798,393) |
| Net assets at beginning of year | <u>7,914,380</u> | <u>318,425</u> | <u>8,232,805</u> |
| Net assets at end of year | \$ <u>7,430,019</u> | \$ <u>4,393</u> | \$ <u>7,434,412</u> |

| | 2009 | | |
|---|---------------------|-------------------------------|---------------------|
| | <u>Unrestricted</u> | <u>Temporarily Restricted</u> | <u>Total</u> |
| Revenues, gains and other support: | | | |
| Contributions | \$ 6,306,714 | \$ 1,650,595 | \$ 7,957,309 |
| Special events | 440,406 | 13,875 | 454,281 |
| Adoption application fees | 4,150 | - | 4,150 |
| Resource sales | 126,782 | - | 126,782 |
| In-kind donations | 80,047 | 113,308 | 193,355 |
| Interest income | 315 | 2,105 | 2,420 |
| Other income | <u>6,615</u> | <u>-</u> | <u>6,615</u> |
| Total revenues, gains and other support | 6,965,029 | 1,779,883 | 8,744,912 |
| Net assets released from restriction | <u>1,512,474</u> | <u>(1,512,474)</u> | <u>-</u> |
| Total revenues and other support | <u>8,477,503</u> | <u>267,409</u> | <u>8,744,912</u> |
| Functional Expenses: | | | |
| Counseling and support | 6,705,500 | - | 6,705,500 |
| Management and general | 835,360 | - | 835,360 |
| Fundraising | <u>631,596</u> | <u>-</u> | <u>631,596</u> |
| Total functional expenses | <u>8,172,456</u> | <u>-</u> | <u>8,172,456</u> |
| Change in net assets | 305,047 | 267,409 | 572,456 |
| Net assets at beginning of year | <u>7,609,333</u> | <u>51,016</u> | <u>7,660,349</u> |
| Net assets at end of year | <u>\$ 7,914,380</u> | <u>\$ 318,425</u> | <u>\$ 8,232,805</u> |

See accompanying notes to the financial statements.

MERCY MINISTRIES OF AMERICA, INC.

Statements of Functional Expenses

Years ended December 31, 2010 and 2009

| | 2010 | | | |
|--|------------------------------------|-----------------------------------|--------------------|---------------------|
| | Program Services | Supporting Services | | |
| | Counseling and Outreach | Management and General | Fundraising | Total |
| Salaries | \$ 3,406,002 | \$ 436,506 | \$ 334,585 | \$ 4,177,093 |
| Contract labor | 24,303 | 3,115 | 2,387 | 29,805 |
| Benefits | <u>633,746</u> | <u>81,220</u> | <u>62,255</u> | <u>777,221</u> |
| Total salaries and related expenses | 4,064,051 | 520,841 | 399,227 | 4,984,119 |
| Tithe | 674,869 | - | - | 674,869 |
| Contributions to Mercy Ministries International, Inc. | 62,159 | - | - | 62,159 |
| MCA fees to Mercy Ministries International, Inc. | 308,961 | - | - | 308,961 |
| Room and board | 496,563 | - | - | 496,563 |
| Travel, conferences, and meetings | 82,311 | 6,560 | 6,560 | 95,431 |
| Marketing and public relations | 213,602 | - | 213,602 | 427,204 |
| Professional Fees | 44,602 | 200,711 | 2,478 | 247,791 |
| Automobile | 36,265 | 4,029 | - | 40,294 |
| Books, tapes, and videos | 78,457 | - | - | 78,457 |
| Insurance | 189,631 | 24,303 | 18,628 | 232,562 |
| Office | 37,811 | 4,846 | 3,714 | 46,371 |
| Computer communication | 93,120 | 11,934 | 9,148 | 114,202 |
| Postage | 23,859 | 2,865 | 8,594 | 35,318 |
| Repairs and maintenance | 109,342 | 2,279 | - | 111,621 |
| Occupancy | 46,355 | 5,151 | - | 51,506 |
| Telephone | 60,486 | 7,752 | 5,942 | 74,180 |
| Utilities | 136,407 | 17,482 | 13,400 | 167,289 |
| Miscellaneous | 65,013 | 12,154 | 16,464 | 93,631 |
| Contribution processing charges | - | 51,410 | - | 51,410 |
| Interest | <u>-</u> | <u>124,266</u> | <u>-</u> | <u>124,266</u> |
| Total expenses before depreciation and amortization | 6,823,864 | 996,583 | 697,757 | 8,518,204 |
| Depreciation and amortization | <u>419,570</u> | <u>3,286</u> | <u>2,190</u> | <u>425,046</u> |
| Total functional expenses | \$ <u>7,243,434</u> | \$ <u>999,869</u> | \$ <u>699,947</u> | \$ <u>8,943,250</u> |

| | 2009 | | | |
|--|----------------------------|---------------------------|-------------------|---------------------|
| | Program Services | Supporting Services | | |
| | Counseling and Outreach | Management and General | Fundraising | Total |
| Salaries | \$ 2,721,822 | \$ 416,676 | \$ 305,103 | \$ 3,443,601 |
| Contract labor | 7,727 | 25,647 | - | 33,374 |
| Benefits | <u>508,531</u> | <u>77,849</u> | <u>57,004</u> | <u>643,384</u> |
| Total salaries and related expenses | 3,238,080 | 520,172 | 362,107 | 4,120,359 |
| Tithe | 661,482 | - | - | 661,482 |
| Contributions to Mercy Ministries International, Inc. | 444,779 | - | - | 444,779 |
| MCA fees to Mercy Ministries International, Inc. | 315,336 | - | - | 315,336 |
| Room and board | 467,948 | - | - | 467,948 |
| Travel, conferences, and meetings | 95,513 | 4,820 | 4,820 | 105,153 |
| Marketing and public relations | 200,553 | - | 200,553 | 401,106 |
| Professional Fees | 69,523 | 68,294 | - | 137,817 |
| Automobile | 31,686 | 740 | - | 32,426 |
| Books, tapes, and videos | 72,231 | - | - | 72,231 |
| Insurance | 139,239 | 13,071 | 12,314 | 164,624 |
| Office | 32,431 | 3,045 | 2,868 | 38,344 |
| Computer communication | 197,619 | 18,552 | 17,477 | 233,648 |
| Postage | 32,058 | 4,066 | 12,198 | 48,322 |
| Repairs and maintenance | 104,529 | 2,086 | - | 106,615 |
| Occupancy | 38,705 | 4,301 | - | 43,006 |
| Telephone | 64,683 | 6,072 | 5,720 | 76,475 |
| Utilities | 120,230 | 11,287 | 10,633 | 142,150 |
| Miscellaneous | 38,695 | 52,550 | 616 | 91,861 |
| Contribution processing charges | - | 70,154 | - | 70,154 |
| Interest | <u>-</u> | <u>52,716</u> | <u>-</u> | <u>52,716</u> |
| Total expenses before depreciation and amortization | 6,365,320 | 831,926 | 629,306 | 7,826,552 |
| Depreciation and amortization | <u>340,180</u> | <u>3,434</u> | <u>2,290</u> | <u>345,904</u> |
| Total functional expenses | \$ <u>6,705,500</u> | \$ <u>835,360</u> | \$ <u>631,596</u> | \$ <u>8,172,456</u> |

See accompanying notes to the financial statements.

MERCY MINISTRIES OF AMERICA, INC.

Statements of Cash Flows

Years ended December 31, 2010 and 2009

| | <u>2010</u> | <u>2009</u> |
|---|---------------------|-------------------|
| Cash flows from operating activities: | | |
| Increase (decrease) in net assets | \$ <u>(798,393)</u> | \$ <u>572,456</u> |
| Adjustments to reconcile increase (decrease) in net assets to cash flows provided (used) by operating activities: | | |
| Depreciation and amortization | 425,046 | 345,904 |
| In-kind donations of property and equipment | (10,000) | (13,374) |
| Provision for inventory obsolescence | 3,236 | - |
| (Increase) decrease in operating assets: | | |
| Contributions receivable | 58,442 | 182,764 |
| Other receivables | (7,234) | 8,672 |
| Receivable from affiliate | 133,351 | (133,351) |
| Inventories | 57,352 | (28,062) |
| Prepaid expenses | (13,662) | 94,795 |
| Other assets | (4,390) | (55,881) |
| Increase (decrease) in operating liabilities: | | |
| Accounts payable | (173,432) | 134,291 |
| Accrued expenses | <u>18,295</u> | <u>21,802</u> |
| Total adjustments | <u>487,004</u> | <u>557,560</u> |
| Net cash provided (used) by operating activities | <u>(311,389)</u> | <u>1,130,016</u> |
| Cash flows from investing activities - | | |
| purchases of property and equipment | <u>(248,532)</u> | <u>(520,938)</u> |
| Net cash used by investing activities | <u>(248,532)</u> | <u>(520,938)</u> |
| Cash flows from financing activities: | | |
| Change in line of credit, net | 84,955 | (153,172) |
| Proceeds from notes payable | 239,432 | 2,244,690 |
| Payments of notes payable | (236,255) | (2,250,938) |
| Payments of capital leases | <u>(22,715)</u> | <u>(2,587)</u> |
| Net cash provided (used) by financing activities | <u>65,417</u> | <u>(162,007)</u> |
| Increase (decrease) in cash | (494,504) | 447,071 |
| Cash at beginning of year | <u>643,700</u> | <u>196,629</u> |
| Cash at end of year | \$ <u>149,196</u> | \$ <u>643,700</u> |
| Statement of financial position presentation: | | |
| Cash | \$ 131,207 | \$ 247,743 |
| Restricted cash | <u>17,989</u> | <u>395,957</u> |
| Total cash at end of year | \$ <u>149,196</u> | \$ <u>643,700</u> |

See accompanying notes to the financial statements.

MERCY MINISTRIES OF AMERICA, INC.

Notes to the Financial Statements

December 31, 2010 and 2009

(1) Nature of Activities

Mercy Ministries of America, Inc. (the "Ministry") is a non-profit organization whose mission is to provide opportunities for young women to experience God's unconditional love, forgiveness and life-transforming power. The Ministry primarily serves this mission through a residential counseling program provided free of charge to young women ages 13 to 28 with life-controlling issues such as eating disorders, self-harm, unplanned pregnancy, sexual abuse, addictions and depression. The program is voluntary, lasts approximately six months, and includes biblically-based counseling, nutrition and fitness education and life-skills training. The program takes a Christian approach to treatment by addressing the root cause of the problems, helping young women move past their debilitating circumstances as they recognize and accept their self-worth and preparing them to reach their full potential.

In addition to its residential program, the Ministry provides outreach to the community through speaking engagements and resources to educate and bring awareness about life-controlling issues and the opportunity to experience freedom. Resources include: the Ministry's website, books, teaching materials, and training seminars for pastors, parents and the general public.

The Ministry has experienced a tremendous increase in the global interest and demand for its services. In order to respond to the increase in demand, the Ministry organized a separate non-profit organization during 2007, Mercy Ministries International, Inc. ("MMI"). MMI is custodian and owner of the Mercy Ministries program and brand, is responsible for sharing the program, and has overall responsibility to provide direction and perform quality assurance for Mercy Ministries programs on a global basis. MMI provides the Ministry spiritual support and technical assistance with the ongoing operation of existing homes and the startup and initial operation of new homes. The Ministry transferred all rights to its intellectual properties to MMI upon formation.

The Ministry has a Ministry Collaboration Agreement (MCA) with Mercy Ministries International, Inc., agreeing to adhere to the standards of operation, governance, structure and commitments as defined per the MCA agreement. As part of this agreement, the Board of Trustees for the Ministry may make donations to Mercy Ministries International, Inc. as the Ministry deems appropriate to support its efforts to spread the ministry throughout the world.

(2) Significant Accounting Policies

The financial statements of the Ministry are presented on the accrual basis. The significant accounting policies followed are described below.

MERCY MINISTRIES OF AMERICA, INC.

Notes to the Financial Statements

December 31, 2010 and 2009

(a) **Basis of Presentation**

Net assets and revenues, expenses, gains and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, net assets of the Ministry and changes therein are classified and reported as follows:

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 may or will be met either by actions of the Ministry and/or the passage of time.

Permanently restricted net assets

Net assets subject to donor-imposed stipulations that they be maintained permanently by the Ministry.

All contributions are considered to be available for unrestricted use unless specifically restricted by the donor. Amounts received that are designated for future periods or restricted by the donor for specific purposes are reported as temporarily restricted or permanently restricted increases to net asset classes.

During 2010 and 2009, the Ministry had no permanently restricted assets.

(b) **Contributions Receivable**

Contributions receivable represent those contributions received immediately after year end that are dated prior to year end.

(c) **Inventories**

Inventories consist of paperback copies of books written by the founder of the Ministry, compact discs recorded by the founder of the Ministry and various musicians, and apparel. Inventory is stated at the lower of cost, determined on a first-in, first-out (FIFO) basis, or market (net realizable value).

(d) **Property and Equipment**

Property and equipment are stated at cost. It is the Ministry's policy to capitalize property and equipment with a purchase price over \$2,000. Donated property and equipment are recorded at their estimated fair market value at the date of the gift. Depreciation and amortization is provided over the assets' estimated useful lives using the straight-line method. Buildings are generally depreciated over 30 - 40 years. Equipment and furniture are depreciated over three to ten years. Vehicles are depreciated over five years. Website development costs are amortized over a period of three years.

MERCY MINISTRIES OF AMERICA, INC.

Notes to the Financial Statements

December 31, 2010 and 2009

Expenditures for maintenance and repairs are expensed when incurred. Expenditures for renewals or betterments are capitalized. When property is retired or sold, the cost and the related accumulated depreciation or amortization are removed from the accounts, and the resulting gain or loss is included in operations.

(e) Income Taxes

The Ministry's activities are exempt from federal, state and local income taxes under Internal Revenue Code section 501(c)(3) and accordingly, no provision for income taxes is included in the financial statements.

The Ministry had no material uncertain tax positions that qualify for either recognition or disclosure in the financial statements.

As of December 31, 2010 and 2009, the Ministry has accrued no interest and no penalties related to uncertain tax positions. It is the Ministry's policy to recognize interest and/or penalties related to income tax matters in income tax expense.

The Ministry files a U.S. Federal information tax return and is currently open to audit by the Internal Revenue Service for years ended after December 31, 2006.

(f) Use of estimates

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

(g) Revenue Recognition

Contributions received are recorded as unrestricted, temporarily restricted, or permanently restricted support, depending on the existence and/or nature of any donor restrictions.

All donor-restricted contributions are reported as an increase in temporarily restricted, or permanently restricted net assets, depending on the nature of the restriction. When a restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions.

Donated materials, property, or equipment, when received, are reflected as contributions in the accompanying statements at their estimated fair market values at the date of receipt. No amounts have been reflected in the financial statements for donated services of volunteers since no objective basis is available to measure the value of such services. However, a number of volunteers have donated their time to the Ministry.

MERCY MINISTRIES OF AMERICA, INC.

Notes to the Financial Statements

December 31, 2010 and 2009

(h) Long-lived assets

Management evaluates the recoverability of the investment in long-lived assets on an ongoing basis and recognizes any impairment in the year of determination. It is reasonably possible that relevant conditions could change in the near term and necessitate a change in management's estimate of the recoverability of these assets.

(i) Accrued absences

Employees of the Ministry are entitled to paid time off including vacation, sick days, and personal days off, depending on job classification, length of service, and other factors. The Organization's policy is to recognize the costs of compensated absences when earned. Accrued compensated absences are included with accrued expenses in the accompanying statements of position and totaled approximately \$87,000 and \$58,000 at December 31, 2010 and 2009, respectively.

(j) Functional Allocation of Expenses

The costs of providing various program services and supporting activities of the Ministry have been summarized on a functional basis. Accordingly, certain expenses have been allocated among program, fundraising, and general and management expenses.

Program expenses consist of the activities that promote the Ministry's vision, including the operation of the residential program, counseling services, Christian education, publication and media that supports the Ministry's mission, and other activities that fulfill the purpose for which the Ministry exists.

Fundraising expenses relate to those activities to promote the growth of contributions, gifts, grants, etc., including conducting fundraising campaigns and events, maintaining donor information, distributing fundraising materials, and conducting other fundraising activities.

Management and general expenses include oversight, business management, and finance activities. These expenses are not identifiable with program or fundraising activities, but are indispensable to the conduct of those activities and to the Ministry's existence.

The Ministry's policy is to report all joint costs not specifically attributable to particular components of the activities as allocated among program, general and management, and fundraising expenses.

The Ministry donates ten percent of its unrestricted cash contributions as a tithe to other organizations or individuals that are involved in activities aligned with the Ministry's mission and vision.

MERCY MINISTRIES OF AMERICA, INC.

Notes to the Financial Statements

December 31, 2010 and 2009

(k) Events occurring after reporting date

The Ministry has evaluated events and transactions that occurred between December 31, 2010 and April 4, 2011, which is the date that the financial statements were available to be issued, for possible recognition or disclosure in the financial statements.

(3) Credit risk and other concentrations

The Ministry generally maintains cash on deposit at banks in excess of federally insured amounts. The Ministry has not experienced any losses in such accounts and management believes the Ministry is not exposed to any significant risk related to cash on deposit.

(4) Assets and liabilities measured at fair value

Fair value is a market-based measurement, not an entity-specific measurement. Therefore, a fair value measurement should be determined based on the assumptions that market participants would use in pricing the asset or liability. As a basis for considering market participant assumptions in fair value measurements, fair value accounting standards establish a fair value hierarchy that distinguishes between market participant assumptions based on market data obtained from sources independent of the reporting entity including quoted market prices in active markets for identical assets (Level 1), or significant other observable inputs (Level 2) and the reporting entity's own assumptions about market participant assumptions (Level 3). The Ministry does not have any fair value measurements using significant unobservable inputs (Level 3) as of December 31, 2010 or 2009.

(a) Financial Instruments

The carrying amount of financial instruments, consisting of cash, pledge and other receivables, other current assets, accounts payable, accrued expenses and the current installments of notes payable and capital lease obligations approximate their fair value due to their relatively short maturities. Long-term portions of notes payable and capital lease obligations are carried at amortized cost, which approximates fair value.

(b) Non-Financial Assets

The Ministry's non-financial assets, which include property and equipment, are not required to be measured at fair value on a recurring basis. However, if certain triggering events occur, or if an annual impairment test is required and the Ministry is required to evaluate the non-financial instrument for impairment, a resulting asset impairment would require that the non-financial asset be recorded at the fair value. The Ministry purchased approximately 11.75 acres of undeveloped land in Florida during 2007. Two-thirds of the land is held for sale while the remainder is to be used for a future home for girls. The land is recorded at its purchase price. The undeveloped land was appraised in 2009 in conjunction with a new loan agreement. Although the appraised value of the land is less than the carrying value, management of the Ministry believes that the appraised value decline is temporary in nature and therefore, has not reduced its carrying value. Accordingly, the Ministry did not measure any non-financial assets at fair value or recognize any amounts in the statements of activities related to changes in fair value for non-financial assets for the years ended December 31, 2010 or 2009.

MERCY MINISTRIES OF AMERICA, INC.

Notes to the Financial Statements

December 31, 2010 and 2009

(5) Property and equipment

A summary of property and equipment, net of accumulated depreciation and amortization, by location as of December 31, 2010 and 2009 is as follows:

| | <u>2010</u> | <u>2009</u> |
|--|---------------------|---------------------|
| Monroe, Louisiana home | \$ 317,446 | \$ 174,425 |
| Nashville, Tennessee home | 1,132,581 | 1,187,678 |
| St. Louis, Missouri home | 2,512,304 | 2,614,885 |
| Destin, Florida (undeveloped land) | 1,040,525 | 1,040,525 |
| Nashville, Tennessee corporate offices | 1,690,128 | 1,718,998 |
| Lincoln, California home | <u>477,153</u> | <u>554,570</u> |
| | <u>\$ 7,170,137</u> | <u>\$ 7,291,081</u> |

The Ministry is leasing the Lincoln, California home from a third party (Note 9).

(6) Line of credit

The Ministry has a \$500,000 line of credit available with a bank as of December 31, 2010 with an outstanding balance of \$84,955. The line of credit is unsecured, bears interest at the bank's prime rate plus .50% with a floor of 5.0% (5.0% as of December 31, 2010) and matures April 2, 2011. In accordance with the terms of the line of credit, the maximum borrowings available under the line was reduced to \$250,000 on January 3, 2011. During March 2011, the Ministry renewed its line of credit and increased the available borrowings to \$500,000 with a maturity of April 2012.

(7) Notes payable

A summary of notes payable as of December 31, 2010 and 2009 is as follows:

| | <u>2010</u> | <u>2009</u> |
|--|-------------|-------------|
| Notes payable to a finance company for insurance, payable in monthly installments ranging from approximately \$16,200 to \$22,600, including interest at a rate ranging from 7.49% to 7.65%, maturing June 2011. | \$ 132,594 | \$ 79,417 |
| Note payable to a bank; interest payments due monthly at the bank's prime rate plus .50% with a floor of 5.0% (5.0% as of December 31, 2010). All principal due November 2, 2011. Secured by the undeveloped and held for resale Florida land. | 1,875,000 | 1,875,000 |

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Unsecured note payable to a bank; interest payments due monthly at the bank's prime rate plus .50% with a floor of 5.0% (5.0% as of December 31, 2010). Principal is payable in quarterly installments of \$50,000 with the final payment due August 2, 2011. Guaranteed by two board members.

| | | |
|--|--------------------|---------------------|
| | <u>150,000</u> | <u>200,000</u> |
| Total notes and loans payable | 2,157,594 | 2,154,417 |
| Less current portion | <u>(2,157,594)</u> | <u>(279,417)</u> |
| Notes payable, excluding current portion | \$ <u>-</u> | \$ <u>1,875,000</u> |

The note payable secured by undeveloped land is scheduled to mature November 2, 2011. Management's intentions are to refinance the existing loan should the property not sell prior to maturity.

(8) Capital lease obligations

The Ministry has entered into capital lease agreements to finance the acquisition of certain assets. A summary of the Ministry's obligation under these capital leases as of December 31, 2010 and 2009 is as follows:

| | <u>2010</u> | <u>2009</u> |
|-------------------------------------|------------------|------------------|
| Minimum lease payments payable | \$ 55,204 | \$ 31,784 |
| Less: portion representing interest | <u>2,210</u> | <u>1,645</u> |
| Capital lease obligations | 52,994 | 30,139 |
| Less: current portion | <u>26,089</u> | <u>10,596</u> |
| Long-term portion | \$ <u>26,905</u> | \$ <u>19,543</u> |

Future minimum annual lease payments payable under the capital leases as of December 31, 2010 are as follows:

| <u>Year</u> | <u>Amount</u> |
|-------------|------------------|
| 2011 | \$ 27,292 |
| 2012 | 25,221 |
| 2013 | <u>2,691</u> |
| | \$ <u>55,204</u> |

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December 31, 2010 and 2009

Property and equipment utilized under capital leases as of December 31, 2010 and 2009 is as follows:

| | <u>2010</u> | <u>2009</u> |
|--------------------------------|------------------|------------------|
| Equipment | \$ 78,297 | \$ 32,726 |
| Less: accumulated amortization | <u>20,332</u> | <u>1,818</u> |
| | <u>\$ 57,965</u> | <u>\$ 30,908</u> |
| Amortization expense | <u>\$ 18,514</u> | <u>\$ 1,818</u> |

(9) Lease commitments

The Ministry leases office equipment and a home in Lincoln, California under operating leases. Rent expense under these leases amounted to \$89,885 and \$39,740 in 2010 and 2009, respectively. A summary of approximate future minimum payments under these leases as of December 31, 2010 is as follows:

| <u>Year</u> | <u>Amount</u> |
|-------------|-------------------|
| 2011 | \$ 83,000 |
| 2012 | 64,000 |
| 2013 | 29,000 |
| 2014 | <u>1,000</u> |
| | <u>\$ 177,000</u> |

It is expected that in the normal course of business, leases that expire will be renewed or replaced by other leases; thus, it is anticipated that future lease payments will not be less than the expense for 2010.

(10) Contingent liabilities

In 2001, a non-profit entity contributed land with a value of approximately \$790,000 on which the St. Louis home for troubled girls and unwed mothers was built. The deed to this land contains certain restrictions which require the property to revert to the contributing non-profit entity if the following restrictions are not met:

- (1) The Ministry shall remain a Christian-based residential facility for troubled girls and unwed mothers.
- (2) The Founder of the Ministry shall be the President of Mercy Ministry International, Inc. ("MMI") and the Ministry shall continue to be affiliated with MMI.

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December 31, 2010 and 2009

(11) Related party transactions

Members of the Board of Trustees regularly contribute to the Ministry. Contributions received from related parties amounted to approximately \$357,000 and \$340,000 in 2010 and 2009, respectively.

MMI was created in a prior year as a separate not-for-profit organization, maintaining a separate board of directors and organizational structure from the Ministry. MMI is not reported on a consolidated basis with the Ministry.

The Ministry made contributions to MMI amounting to approximately \$62,000 and \$445,000 in 2010 and 2009, respectively. Ministry collaboration agreement fees of approximately \$309,000 and \$315,000 were also paid to MMI for 2010 and 2009, respectively. Additionally, administrative related fees charged to MMI amounted to approximately \$91,000 and \$77,000 in 2010 and 2009, respectively.

(12) Supplemental disclosures of cash flow statement information

| | <u>2010</u> | <u>2009</u> |
|---------------|-------------------|------------------|
| Interest paid | \$ <u>120,657</u> | \$ <u>60,018</u> |

During 2010 and 2009, the Ministry incurred capital lease obligations for acquisitions of equipment of \$45,570 and \$32,726, respectively.

During 2010 and 2009, the Ministry received noncash contributions of equity securities valued at approximately \$133,000 and \$160,000, respectively.

During 2010 and 2009, the Ministry received and distributed donated materials, equipment and vehicles valued at approximately \$83,500 and \$176,500, respectively.

During 2010 and 2009, the Ministry capitalized donated equipment valued at approximately \$10,000 and \$13,400, respectively.

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December 31, 2010 and 2009

(13) Temporarily restricted net assets

A summary of temporarily restricted net assets as of December 31, 2010 and 2009 is as follows:

| | <u>2010</u> | <u>2009</u> |
|---|-----------------|-------------------|
| Development of Houston, Texas home | \$ 20 | \$ 230 |
| Lincoln, California home - operating | 500 | 251,493 |
| Monroe graduates | - | 1,500 |
| Development of Charlotte, North Carolina home | 3,045 | 45,624 |
| Barlow Girl tour | - | 11,050 |
| Bibles | 528 | 528 |
| Christmas presents | - | 6,000 |
| Computer equipment | - | 2,000 |
| Destin | 50 | - |
| Monroe home operations | 130 | - |
| Video | 120 | - |
| Total temporarily restricted net assets | <u>\$ 4,393</u> | <u>\$ 318,425</u> |

(14) Net assets released from restrictions

A summary of net assets released from donor restrictions during the year ended December 31, 2010 and 2009 is as follows:

| | <u>2010</u> | <u>2009</u> |
|---|---------------------|---------------------|
| Purpose restrictions accomplished | | |
| Christmas funds | \$ 80,442 | \$ 69,404 |
| Development of Houston, Texas home | 210 | 4,106 |
| Development of Lincoln, California home | 81,665 | 654,660 |
| Lincoln, California home - operating | 696,544 | 369,753 |
| Fundraising | - | 12,000 |
| Development of Charlotte, North Carolina home | 55,741 | 12,418 |
| Barlow Girl tour | 11,050 | 11,950 |
| Transitional Care | - | 3,500 |
| Bibles | 100 | 239 |
| Development of Destin, Florida home | - | 2,853 |
| Monroe, Louisiana building project | 125,897 | - |
| Research of former residents | 6,208 | - |
| Computer equipment | 2,000 | - |
| St. Louis, Missouri home | 316,316 | 306,065 |
| Monroe, Louisiana home | 14,776 | 49,765 |
| Nashville, Tennessee home | 15,928 | 13,193 |
| Video | 750 | 1,500 |
| Monroe Graduates | 1,500 | - |
| Turner classroom | - | 1,068 |
| Total restrictions released | <u>\$ 1,409,127</u> | <u>\$ 1,512,474</u> |