



THE GREAT COMMISSION FOUNDATION OF CAMPUS CRUSADE FOR CHRIST, INC.

CONSOLIDATED FINANCIAL STATEMENTS

FOR THE YEARS ENDED AUGUST 31, 2020 AND 2019





REPORT OF INDEPENDENT AUDITOR

The Board of Directors
The Great Commission Foundation of Campus Crusade for Christ, Inc. d/b/a The Cru Foundation
Orlando, Florida

We have audited the accompanying consolidated financial statements of The Great Commission Foundation of Campus Crusade for Christ, Inc. d/b/a The Cru Foundation ("the Foundation"), which consist of the consolidated statements of financial position as of August 31, 2020 and 2019, and the related consolidated statements of activities and cash flows for the years then ended, and the related notes to the consolidated financial statements.

Management's Responsibility for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated 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 consolidated 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 consolidated 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 audits to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Foundation's preparation and fair presentation of the consolidated 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 Foundation'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 consolidated 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 consolidated financial statements referred to above present fairly, in all material respects, the consolidated financial position of The Great Commission Foundation of Campus Crusade for Christ, Inc. d/b/a The Cru Foundation as of August 31, 2020 and 2019, the consolidated changes in its net assets, and its consolidated cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Battis Morrison Wales & Lee, P.A.

BATTIS MORRISON WALES & LEE, P.A.

Orlando, Florida
December 8, 2020

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THE GREAT COMMISSION FOUNDATION OF CAMPUS CRUSADE FOR CHRIST, INC.
D/B/A THE CRU FOUNDATION
CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

ASSETS

	August 31,	
	2020	2019
ASSETS		
Cash and cash equivalents	\$ 430,744	\$ 418,498
Investments	29,493,462	28,250,836
Funds held pursuant to split-interest trust agreements	1,713,409	1,752,559
Funds held on behalf of Campus Crusade for Christ, Inc.	2,929,531	2,814,098
Beneficial interest in The GCF Trust	2,545,859	2,368,088
Other assets	655,343	874,087
Total assets	\$ 37,768,348	\$ 36,478,166

LIABILITIES AND NET ASSETS

LIABILITIES

Liabilities for annuities and trusts	\$ 4,406,275	\$ 3,714,893
Liabilities for funds held on behalf of Campus Crusade for Christ, Inc.	2,929,531	2,814,098
Total liabilities	7,335,806	6,528,991

NET ASSETS

Without donor restrictions		
Undesignated	2,452,300	3,093,671
Board designated – beneficial interest in The GCF Trust	2,545,859	2,368,088
Board designated – donor-advised funds	18,852,175	18,148,588
Board designated – statutorily required annuity reserves and surplus	324,023	256,518
Total without donor restrictions	24,174,357	23,866,865
With donor restrictions	6,258,185	6,082,310
Total net assets	30,432,542	29,949,175
Total liabilities and net assets	\$ 37,768,348	\$ 36,478,166

THE GREAT COMMISSION FOUNDATION OF CAMPUS CRUSADE FOR CHRIST, INC.
D/B/A THE CRU FOUNDATION
CONSOLIDATED STATEMENTS OF ACTIVITIES

	For The Year Ended August 31, 2020			For The Year Ended August 31, 2019
	Without donor restrictions	With donor restrictions	Total	
PUBLIC SUPPORT, REVENUE, AND NET ASSETS RELEASED FROM RESTRICTIONS				
Contributions without donor restrictions - general public	\$ 7,312,041	\$ —	\$ 7,312,041	\$ 10,992,601
Contributions with donor restrictions - general public	—	211,691	211,691	1,232,368
Contributions without donor restrictions - Campus Crusade for Christ, Inc.	607,071	—	607,071	403,506
Investment income, net - without donor restrictions	1,663,151	—	1,663,151	934,001
Investment income, net - with donor restrictions	—	353,717	353,717	110,257
Grant revenue from The GCF Trust	253,504	—	253,504	177,534
Other revenue	59,269	—	59,269	253,226
Change in beneficial interest in The GCF Trust	177,771	—	177,771	458,014
Change in value of annuities	(545,856)	—	(545,856)	(295,196)
Net assets released from restrictions	<u>389,533</u>	<u>(389,533)</u>	<u>—</u>	<u>—</u>
Total public support, revenue, and net assets released from restrictions	<u>9,916,484</u>	<u>175,875</u>	<u>10,092,359</u>	<u>14,266,311</u>
EXPENSES				
Program activities				
Grants paid to Campus Crusade for Christ, Inc.	5,613,552	—	5,613,552	4,829,607
Grants paid to other charitable organizations	<u>3,350,233</u>	<u>—</u>	<u>3,350,233</u>	<u>2,562,837</u>
Total program activities	<u>8,963,785</u>	<u>—</u>	<u>8,963,785</u>	<u>7,392,444</u>
Supporting activities				
General and administrative	545,982	—	545,982	386,972
Fund development	<u>99,225</u>	<u>—</u>	<u>99,225</u>	<u>89,675</u>
Total supporting activities	<u>645,207</u>	<u>—</u>	<u>645,207</u>	<u>476,647</u>
Total expenses	<u>9,608,992</u>	<u>—</u>	<u>9,608,992</u>	<u>7,869,091</u>
Change in net assets without donor restrictions	307,492	—	307,492	7,058,974
Change in net assets with donor restrictions	<u>—</u>	<u>175,875</u>	<u>175,875</u>	<u>(661,754)</u>
CHANGE IN NET ASSETS	307,492	175,875	483,367	6,397,220
NET ASSETS - Beginning of year	<u>23,866,865</u>	<u>6,082,310</u>	<u>29,949,175</u>	<u>23,551,955</u>
NET ASSETS - End of year	<u>\$ 24,174,357</u>	<u>\$ 6,258,185</u>	<u>\$ 30,432,542</u>	<u>\$ 29,949,175</u>

The Accompanying Notes are an Integral
Part of These Consolidated Financial Statements

THE GREAT COMMISSION FOUNDATION OF CAMPUS CRUSADE FOR CHRIST, INC.
D/B/A THE CRU FOUNDATION
CONSOLIDATED STATEMENTS OF CASH FLOWS

	For The Years Ended	
	August 31,	
	2020	2019
OPERATING CASH FLOWS		
Cash received from contributors	\$ 6,544,326	\$ 4,226,273
Other revenue received	726,423	808,725
Cash paid for operating activities and costs	<u>(8,783,177)</u>	<u>(7,339,648)</u>
Net operating cash flows	<u>(1,512,428)</u>	<u>(2,304,650)</u>
INVESTING CASH FLOWS		
Proceeds from sales of investments	13,687,713	11,406,410
Purchases of investments	<u>(12,163,039)</u>	<u>(8,964,041)</u>
Net investing cash flows	<u>1,524,674</u>	<u>2,442,369</u>
NET CHANGE IN CASH AND CASH EQUIVALENTS	12,246	137,719
CASH AND CASH EQUIVALENTS - Beginning of year	<u>418,498</u>	<u>280,779</u>
CASH AND CASH EQUIVALENTS - End of year	<u>\$ 430,744</u>	<u>\$ 418,498</u>
RECONCILIATION OF CHANGE IN NET ASSETS TO NET OPERATING CASH FLOWS		
Change in net assets	\$ 483,367	\$ 6,397,220
Adjustments to reconcile change in net assets to net operating cash flows		
Noncash contributions	(1,232,910)	(8,176,230)
Net gain on investments	(1,534,390)	(672,733)
Change in funds held pursuant to split-interest trust agreements	39,150	(649,324)
Change in beneficial interest in The GCF Trust	(177,771)	(458,014)
Change in other assets	218,744	125,937
Change in liabilities for annuities and trusts	<u>691,382</u>	<u>1,128,494</u>
Net operating cash flows	<u>\$ (1,512,428)</u>	<u>\$ (2,304,650)</u>

The Accompanying Notes are an Integral
Part of These Consolidated Financial Statements

THE GREAT COMMISSION FOUNDATION OF CAMPUS CRUSADE FOR CHRIST, INC.
D/B/A THE CRU FOUNDATION
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE A – NATURE OF ACTIVITIES

The Great Commission Foundation of Campus Crusade for Christ, Inc. d/b/a The Cru Foundation (“the Foundation”) is a not-for-profit corporation organized under the laws of the state of California. The Foundation’s purpose is to create and administer gifts for its parent organization, Campus Crusade for Christ, Inc. (“Cru”) and other charitable organizations.

In conformity with accounting principles generally accepted in the United States of America (“GAAP”), the consolidated financial statements of the Foundation include the accounts of The Great Commission Foundation of Delaware, Inc. (“GCF Delaware”), which is a separate legal entity. GCF Delaware is a not-for-profit corporation organized under the laws of the state of Delaware. GCF Delaware is the named trustee over a certain pooled income fund. The Foundation is the sole member of GCF Delaware.

All significant interorganization balances and transactions have been eliminated in consolidation.

References to “the Foundation” in these footnotes refer to The Great Commission Foundation of Campus Crusade for Christ, Inc. d/b/a The Cru Foundation and The Great Commission Foundation of Delaware, Inc., unless otherwise noted.

NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Revenue recognition

The Foundation recognizes cash contributions as revenue when the contributions are received by the Foundation. Contributions received are recorded as without or with donor restrictions, depending on the existence and/or nature of any donor restrictions. When a restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the consolidated statements of activities as “net assets released from restrictions.”

From time to time, supporters of the Foundation express indications that they plan to make gifts to the Foundation. The Foundation recognizes any such gift as a contribution upon its receipt of sufficient documentary evidence that the timing of the gift is clearly specified (even if contingent upon the occurrence of some future event) and that the gift is unconditional, measurable, collectible, and irrevocable.

Cash and cash equivalents

The Foundation considers all investment instruments purchased or donated with original maturities of three months or less to be cash equivalents.

Investments

Investments in exchange traded funds, mutual funds, and corporate debt securities are carried at estimated fair value, as determined by quoted market prices. Investments in real estate and business enterprises consist of gifts from donors and are carried at estimated fair value as determined on the date contributed, based on independent appraisals or other independent analyses. The estimated carrying value of such assets may be periodically updated. Investments in business enterprises are adjusted by management for any related discounts. The amount ultimately realized from the sale of investments may vary significantly from the estimates.

Funds held pursuant to split-interest trust agreements

Funds held pursuant to split-interest trust agreements consist primarily of investments which are carried at estimated fair value, as determined by quoted market prices. Such amounts relate to funds held pursuant to a pooled income fund and other irrevocable trust agreements.

THE GREAT COMMISSION FOUNDATION OF CAMPUS CRUSADE FOR CHRIST, INC.
D/B/A THE CRU FOUNDATION
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Funds held on behalf of Campus Crusade for Christ, Inc.

Funds held on behalf of Campus Crusade for Christ, Inc. consist primarily of investments which are carried at estimated fair value, as determined by quoted market prices. Such amounts relate to endowment fund gifts originally made by donors to Cru. The Foundation holds and manages the funds for the benefit of Cru pursuant to an agreement with Cru.

Liabilities for annuities and trusts

For irrevocable split-interest arrangements such as charitable gift annuities, charitable remainder trusts, and the pooled income fund in which GCF Delaware is trustee, the assets of such arrangements are included in the Foundation's consolidated statements of financial position as "investments" or "funds held pursuant to split-interest trust agreements." The carrying values of such investments conform to GAAP which generally require that marketable investment securities be carried at estimated fair value at all times and that other assets be carried at the estimated fair value of the assets as determined on the date the assets are contributed, unadjusted for subsequent changes in value. Also, for such arrangements in which the Foundation is trustee or custodian, a liability is recognized related to the present value of benefits payable to other beneficiaries and present value discounts for future interests in the pooled income fund. For all irrevocable split-interest arrangements, regardless of whether or not the Foundation acts as trustee or custodian, contribution revenue is recognized for the estimated present value of the Foundation's benefits (if any) under the arrangements in the year the arrangements are established or in the year in which the Foundation is provided sufficient information about the existence and nature of the arrangements. Periodic adjustments are made for changes in estimated present values, using applicable mortality tables and appropriate discount rates. State law imposes certain restrictions on the manner in which charitable gift annuity assets may be invested.

Net assets

Net assets without donor restrictions are available for use at the discretion of the Board of Directors and/or management for general operating purposes. From time to time, the Board may designate a portion of these net assets for specific purposes which makes them unavailable for use at management's discretion. The Board has designated a portion of net assets without donor restrictions for a beneficial interest in The GCF Trust, donor-advised funds, and gift annuity reserves. Net assets with donor restrictions consist of amounts with uses limited by donor-imposed time and/or purpose restrictions.

Donor-advised funds

The Foundation administers several donor-advised funds. Donor gifts to such funds are made irrevocably with the understanding that while the donor retains an advisory role in the distribution of funds, the Foundation retains ultimate control over the use of the funds. Accordingly, such gifts are reflected as "board designated net assets" in the accompanying consolidated statements of financial position.

Income taxes

The Foundation and GCF Delaware are exempt from federal income tax as organizations described in Section 501(c)(3) of the Internal Revenue Code and from state income tax pursuant to state law. The Foundation and GCF Delaware are further classified as public charities and not private foundations for federal tax purposes. The Foundation and GCF Delaware have not incurred unrelated business income taxes. As a result, no income tax provision or liability has been provided for in the accompanying consolidated financial statements.

Use of estimates

Management uses estimates and assumptions in preparing consolidated financial statements. Those estimates and assumptions affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities, and reported revenues and expenses. Significant estimates used in preparing these consolidated financial statements include those used in determining the estimated fair value of investments, the carrying value of the beneficial interest in The GCF Trust, the discount for future interest in the pooled income fund, and the liabilities for annuities and trusts. Actual results could differ from the estimates.

THE GREAT COMMISSION FOUNDATION OF CAMPUS CRUSADE FOR CHRIST, INC.
D/B/A THE CRU FOUNDATION
 NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Economic uncertainties

In January 2020, the World Health Organization (“WHO”) announced a global health emergency related to the outbreak of a virus originating in China. In March 2020, WHO elevated the classification of the outbreak to a pandemic (“the pandemic”). Management is closely monitoring the potential impact of the pandemic on the Foundation’s financial condition and has taken actions to mitigate its impact. Such actions include availing the Foundation of relief measures available under federal law and reducing the overall scope and cost of operations. Because of the unknown impact on global commerce, management is not able to estimate the effects of the pandemic on its operating results, financial condition, or liquidity for the year ending August 31, 2021.

Reclassifications

Certain amounts included in the August 31, 2019 consolidated financial statements have been reclassified to conform to classifications adopted during the year ended August 31, 2020. The reclassifications had no material effect on the accompanying consolidated financial statements.

Subsequent events

The Foundation has evaluated for possible financial statement reporting and disclosure subsequent events through December 8, 2020, the date as of which the consolidated financial statements were available to be issued.

NOTE C – LIQUIDITY AND AVAILABILITY OF RESOURCES

Financial assets available for general expenditure within one year of the date of the consolidated statements of financial position are as follows:

	August 31,	
	2020	2019
Financial assets available:		
Cash and cash equivalents	\$ 430,744	\$ 418,498
Investments	29,493,462	28,250,836
Funds held pursuant to split-interest trust agreements	1,713,409	1,752,559
Funds held on behalf of Campus Crusade for Christ, Inc.	2,929,531	2,814,098
Total financial assets available within one year	34,567,146	33,235,991
Less amounts unavailable for general expenditure within one year due to:		
Board-designations for donor-advised funds	(18,852,175)	(18,148,588)
Amounts held for annuities and reserves	(3,564,250)	(2,821,701)
Amounts held pursuant to split-interest trust agreements	(1,713,409)	(1,752,559)
Amounts held as agent for Campus Crusade for Christ, Inc.	(2,929,531)	(2,814,098)
Amounts held for donor-imposed restrictions	(6,258,185)	(6,082,310)
Net financial assets available within one year	\$ 1,249,596	\$ 1,616,735

The Foundation is primarily supported by contributions. As part of the Foundation’s liquidity management, it structures its financial assets to be available as its general expenditures, liabilities, and other obligations come due. The Foundation has certain assets limited to use for donor-restricted purposes. Because a donor’s restriction requires resources to be used in a specific manner or in a future period, the Foundation must maintain sufficient resources to meet its responsibilities to its donors. Thus, those financial assets may not be available for general expenditure within one year of August 31, 2020 and 2019, and are excluded from net financial assets available to meet general expenditures within one year. Additionally, the Board of Directors has designated certain amounts for various purposes as more fully described in Note B.

THE GREAT COMMISSION FOUNDATION OF CAMPUS CRUSADE FOR CHRIST, INC.
D/B/A THE CRU FOUNDATION
 NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE C - LIQUIDITY AND AVAILABILITY OF RESOURCES (Continued)

Because of the Board's designations, those amounts are not available for general expenditure within the next year; however, the Board could make them available, if necessary. Management believes the Foundation has sufficient cash available for general operations that may be drawn upon in the event of unanticipated financial distress or an immediate liquidity need.

NOTE D - CONCENTRATIONS

The Foundation maintains its cash, cash equivalents, and investments in bank deposit accounts and other investment accounts which may not be federally insured, may exceed federally insured limits, or may be insured by an entity other than an agency of the federal government. The Foundation has not experienced any losses in such accounts and believes it is not exposed to any significant credit risk related to cash, cash equivalents, and investments.

During the years ended August 31, 2020 and 2019, the Foundation recognized approximately 24% and 52%, respectively, of its total contribution revenue from the general public from its three largest donors.

NOTE E - INVESTMENTS

Investments consisted of the following:

	August 31,	
	2020	2019
Short-term cash and money market funds	\$ 920,957	\$ 4,198,706
Exchange traded funds and mutual funds	27,580,953	19,988,617
Government securities	58,283	45,033
Corporate debt securities	50,292	100,504
Real estate	450,000	1,748,000
Other investments	432,977	2,169,976
Total investments	\$ 29,493,462	\$ 28,250,836

Investments were held for the following purposes:

	August 31,	
	2020	2019
Investments held pursuant to donor-advised fund agreements	\$ 18,852,175	\$ 18,148,588
Investments held to satisfy charitable gift annuity obligations	5,632,587	5,322,828
Investments held for staff, legacy, and vision funds	4,774,547	4,609,711
Investments held for general operations	234,153	169,709
Total investments	\$ 29,493,462	\$ 28,250,836

"Investment income, net" in the accompanying consolidated statements of activities for the years ended August 31, 2020 and 2019, includes \$1,534,390 and \$672,733 of net investment gains, respectively.

THE GREAT COMMISSION FOUNDATION OF CAMPUS CRUSADE FOR CHRIST, INC.

D/B/A THE CRU FOUNDATION

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE F – BENEFICIAL INTEREST IN THE GCF TRUST

The GCF Trust (“the Trust”) is a supporting organization with respect to the Foundation and is an integrated auxiliary of Cru. The Foundation has an economic interest in the underlying assets of the Trust, which consist primarily of non-controlling ownership interests in private businesses. However, the Foundation does not control the Trust, as the term “control” is defined under GAAP. Therefore, the accounts of the Trust are not consolidated with the financial statements of the Foundation. In conformity with GAAP, the Foundation has recognized its beneficial interest in the Trust as of August 31, 2020 and 2019. The Foundation’s beneficial interest is based on the Trust’s net assets and is carried at cost in the accompanying consolidated statements of financial position. Cost is defined for this purpose as the estimated fair value of the asset as of the date of the donation to the Trust, adjusted for any subsequent write-downs in carrying value.

NOTE G – FAIR VALUE MEASUREMENTS

GAAP defines fair value for an investment generally as the price an organization would receive upon selling the investment in an orderly transaction to an independent buyer in the principal or most advantageous market for the investment. The information available to measure fair value varies depending on the nature of each investment and its market or markets. Accordingly, GAAP recognizes a hierarchy of “inputs” an organization may use in determining or estimating fair value. The inputs are categorized into “levels” that relate to the extent to which an input is objectively observable and the extent to which markets exist for identical or comparable investments. In determining or estimating fair value, an organization is required to maximize the use of observable market data (to the extent available) and minimize the use of unobservable inputs. The hierarchy assigns the highest priority to unadjusted quoted prices in active markets for identical items (Level 1 inputs) and the lowest priority to unobservable inputs (Level 3 inputs). A financial instrument’s level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement.

Following is a description of each of the three levels of input within the fair value hierarchy:

Level 1 – unadjusted quoted market prices in active markets for identical items

Level 2 – other significant observable inputs (such as quoted prices for similar items)

Level 3 – significant unobservable inputs

The estimated fair value of investments in real estate (valued using Level 2 inputs) is based on independent appraisals or other independent analyses. Level 3 assets consist of investments in privately-held businesses. Generally, such investments cannot be liquidated in the near term at the direction of the Foundation. The estimated fair value of investments in privately-held businesses is based on independent appraisals or other independent analyses. Liabilities for annuities and trusts (valued using Level 2 inputs) are based on estimated present value, applying certain assumptions regarding interest rates and life expectancies.

Estimated fair values of assets and (liabilities) measured on a recurring basis as of August 31, 2020, are as follows:

	<u>Total</u>	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>
Exchange traded funds and mutual funds	\$ 27,580,953	\$ 27,580,953	\$ —	\$ —
Real estate	450,000	—	450,000	—
Other investments	432,977	—	—	432,977
Government securities	58,283	58,283	—	—
Corporate debt securities	<u>50,292</u>	<u>—</u>	<u>50,292</u>	<u>—</u>
Total	<u>\$ 28,572,505</u>	<u>\$ 27,639,236</u>	<u>\$ 500,292</u>	<u>\$ 432,977</u>

THE GREAT COMMISSION FOUNDATION OF CAMPUS CRUSADE FOR CHRIST, INC.
D/B/A THE CRU FOUNDATION
 NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE G – FAIR VALUE MEASUREMENTS (Continued)

Liabilities for annuities and trusts \$ (4,406,275) \$ — \$ (4,406,275) \$ —

Estimated fair values of assets and (liabilities) measured on a recurring basis as of August 31, 2019, are as follows:

	Total	Level 1	Level 2	Level 3
Exchange traded funds and mutual funds	\$ 19,988,617	\$ 19,988,617	\$ —	\$ —
Other investments	2,169,976	—	—	2,169,976
Real estate	1,748,000	—	1,748,000	—
Corporate debt securities	100,504	—	100,504	—
Government securities	45,033	45,033	—	—
Total	\$ 24,052,130	\$ 20,033,650	\$ 1,848,504	\$ 2,169,976

Liabilities for annuities and trusts \$ (3,714,893) \$ — \$ (3,714,893) \$ —

The following is a reconciliation of investments in which significant unobservable inputs (Level 3) were used in determining fair value during the years ended August 31, 2020 and 2019:

Balance, September 1, 2018	\$ 432,977
Non-cash contributions	4,653,000
Net sales	(3,128,374)
Net gains	212,373
Balance, August 31, 2019	2,169,976
Net sales	(1,949,704)
Net gains	212,705
Balance, August 31, 2020	\$ 432,977

NOTE H – RESTRICTIONS ON NET ASSETS

Net assets were donor restricted for the following purposes:

	August 31,	
	2020	2019
Legacy funds	\$ 1,822,801	\$ 1,751,405
Campus Ministry Vision Fund	1,736,832	1,668,401
Estimated future benefit of annuities	936,137	877,104
Staff endowment funds (principal may be expended)	841,129	735,787
Remainder interest in pooled income fund	547,501	591,745
Other activities	276,436	267,670
Issachar Vision Fund	97,349	190,198
Total net assets with restrictions	\$ 6,258,185	\$ 6,082,310

The income generated by legacy funds is to be used to support various campus outreach activities and other related purposes of Cru. The income generated by the Campus Ministry Vision Fund is to be used to support key initiatives of Cru. The income generated by the staff endowment funds is to be used to support the work of Cru staff.

THE GREAT COMMISSION FOUNDATION OF CAMPUS CRUSADE FOR CHRIST, INC.
D/B/A THE CRU FOUNDATION
 NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE H – RESTRICTIONS ON NET ASSETS (Continued)

The income generated by the Issachar Vision Fund is to support unreached people groups across the world. Net assets released from restrictions were \$389,533 and \$2,004,379 for the years ended August 31, 2020 and 2019, respectively.

NOTE I – SHARED FACILITIES AND SERVICES

The Foundation utilizes certain resources of Cru in carrying out its activities, including employee time, office space, and office equipment. The Foundation is not required to reimburse Cru for the use of these resources. During the years ended August 31, 2020 and 2019, the Foundation recognized contribution revenue and supporting activities expense of \$607,071 and \$403,506, respectively, in the accompanying consolidated statements of activities related to the use of these resources.

NOTE J – EXPENSE ALLOCATIONS

Functional and natural expenses for the Foundation for the year ended August 31, 2020 are as follows:

	<u>Program activities</u>	<u>General and administrative</u>	<u>Fund development</u>	<u>Total supporting activities</u>	<u>Total expenses</u>
Grants paid to Campus Crusade for Christ, Inc.	\$ 5,613,552	\$ —	\$ —	\$ —	\$ 5,613,552
Grants paid to other charitable organizations	3,350,233	—	—	—	3,350,233
Personnel costs	—	279,226	93,075	372,301	372,301
Other	—	231,507	6,150	237,657	237,657
Technology	—	35,249	—	35,249	35,249
Total expenses	<u>\$ 8,963,785</u>	<u>\$ 545,982</u>	<u>\$ 99,225</u>	<u>\$ 645,207</u>	<u>\$ 9,608,992</u>

Functional and natural expenses for the Foundation for the year ended August 31, 2019 are as follows:

	<u>Program activities</u>	<u>General and administrative</u>	<u>Fund development</u>	<u>Total supporting activities</u>	<u>Total expenses</u>
Grants paid to Campus Crusade for Christ, Inc.	\$ 4,829,607	\$ —	\$ —	\$ —	\$ 4,829,607
Grants paid to other charitable organizations	2,562,837	—	—	—	2,562,837
Personnel costs	—	250,575	83,525	334,100	334,100
Other	—	106,997	6,150	113,147	113,147
Technology	—	29,400	—	29,400	29,400
Total expenses	<u>\$ 7,392,444</u>	<u>\$ 386,972</u>	<u>\$ 89,675</u>	<u>\$ 476,647</u>	<u>\$ 7,869,091</u>

The above schedules of functional expenses present expenses by function and natural classification. Expenses directly attributable to a specific functional area are reported as expenses of those functional areas. Indirect costs that benefit multiple functional areas are allocated among the various functional areas based primarily on employee time.