FAMILY LIFE MINISTRIES, INC.

FINANCIAL STATEMENTS

JUNE 30, 2022

FAMILY LIFE MINISTRIES, INC.

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INDEPENDENT AUDITORS' REPORT

To the Board of Directors Family Life Ministries, Inc. Bath, New York

Opinion

We have audited the accompanying financial statements of Family Life Ministries, Inc. (a nonprofit organization), which comprise the statement of financial position as of June 30, 2022, and the related statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Family Life Ministries, Inc. as of June 30, 2022, and the changes in net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of Family Life Ministries, Inc. and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about Family Life Ministries, Inc.'s ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are
 appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of
 Family Life Ministries, Inc.'s internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Family Life Ministries, Inc.'s ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

Report on Summarized Comparative Information

We have previously audited Family Life Ministries, Inc.'s 2021 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated November 19, 2021. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2021, is consistent, in all material respects, with the audited financial statements from which it has been derived.

EFPR Group, CPAS, PLLC

EFPR Group, CPAs, PLLC Corning, New York January 17, 2023

FAMILY LIFE MINISTRIES, INC. Statements of Financial Position June 30, 2022 and 2021

,		
	2022	2021
ASSETS		
Current Assets Cash and cash equivalents Accounts receivable - net Prepaid expenses Investments Total current assets	\$ 1,647,568 48,856 262,634 423,875 2,382,933	27,959 241,383 204,422
Property and Equipment - Net	8,319,110	7,222,757
Other Assets	7,158,880	7,071,254
Total Assets	\$ <u>17,860,923</u>	\$ <u>15,911,733</u>
LIABILITIES AND NET ASSETS		
Current Liabilities Accounts payable Accrued expenses Deferred revenue Notes payable - current portion Total current liabilities	\$ 77,749 9,814 45,770 180,445 313,778	\$ 64,855 10,673 70,475 366,710 512,713
Notes Payable - Net of Current Portion	324,226	480,115
Total Liabilities	638,004	992,828
Net Assets Net assets without donor restriction Net assets with donor restriction Total net assets	16,077,406 1,145,513 17,222,919	14,585,559 333,346 14,918,905
Total Liabilities and Net Assets	\$ <u>17,860,923</u>	\$ <u>15,911,733</u>

FAMILY LIFE MINISTRIES, INC.

Statement of Activities

For the Year Ended June 30, 2022 (With Comparative Totals for the Year Ended June 30, 2021)

	Without Donor <u>Restriction</u>	With Donor Restriction	Total <u>2022</u>	Total <u>2021</u>
Public Support and Revenue Public Support				
Christian programming	\$ 5,409,519	\$ -	\$ 5,409,519	\$ 5,411,950
Capital campaign	- 25.015	2,098,904	2,098,904	2,171,436
Ministry activities Total public support	35,915 5,445,434	2,098,904	35,915 7,544,338	38,591 7,621,977
Revenue				
Christian programming sponsor Forgiveness of PPP loan	1,224,720	-	1,224,720	778,626 673,730
Employee retention credit	109,471	-	109,471	073,730
Interest earned	3,381	-	3,381	3,292
Miscellaneous income	8,731	-	8,731	-
Rental income	19,613	-	19,613	21,723
Ministry activity fee Unrealized and realized gain (loss) on	82,993	-	82,993	102,309
investments	(42,553)	_	(42,553)	13,270
Gain on sale of assets	75,537		75,537	155,741
Total revenue	1,481,893	-	1,481,893	1,748,691
Net assets released from restrictions	1,286,737	(1,286,737)	9,026,231	0.270.669
Total public support and revenue	8,214,064	812,167	9,020,231	9,370,668
Expenses				
Program services	4 404 000		4 404 000	0.540.750
Christian radio programming Christian family activities	4,131,802 1,568,641	-	4,131,802 1,568,641	3,512,759 1,317,807
Supporting services	1,300,041	-	1,300,041	1,317,007
Management and general	661,121	-	661,121	895,619
Fundraising	360,653		360,653	363,768
Total expenses	6,722,217		6,722,217	6,089,953
Change in Net Assets	1,491,847	812,167	2,304,014	3,280,715
Net Assets - Beginning	14,585,559	333,346	14,918,905	11,638,190
Net Assets - Ending	\$ <u>16,077,406</u>	\$ 1,145,513	\$ 17,222,919	\$ <u>14,918,905</u>

FAMILY LIFE MINISTRIES, INC. Statement of Functional Expenses For the Year Ended June 30, 2022

(With Comparative Totals for the Year Ended June 30, 2021)

PROGRAM SERVICES SUPPORT SERVICES Christian Christian Total Management Total Radio **Program** and Support Total Family Fund Total **Programming** Services Services General Raising Services 2022 2021 Salaries \$ 1,712,043 \$ 570,681 \$ 2,282,724 \$ 428.011 \$ 142.670 \$ 570,681 \$ 2.853.405 \$ 2.842.846 Travel allowance 41.118 13.706 54.824 10.280 3.427 13.707 68.531 49.828 Life/health insurance 320,341 106,780 427,121 80,085 26,695 106,780 533,901 489,584 8,499 6,374 8,499 42,494 40,972 Employer's insurance 25,496 33,995 2,125 Pension 8,988 6,741 8,988 44,942 47,795 26,966 35,954 2,247 Pavroll taxes 127,913 42.638 170.551 31.979 10.660 42.639 213.190 220.889 Total salaries and related 187.824 2.253.877 751.292 3.005.169 563,470 751.294 3.756.463 3.691.914 expenses Activities and program expense 244.070 813.566 379.821 569,496 813,566 Professional fees 360,290 216,174 108,087 324,261 36,029 36,029 317,940 Office expense 124.273 62.136 186.409 16.570 4.142 20.712 207.121 208.098 Occupancy 51,155 166,253 217,408 25,577 12,789 38,366 255,774 284,371 Radio tower site expense 492,978 492,978 492,978 426,330 35,054 19,475 6,232 Vehicle expense 17,137 52,191 25,707 77,898 42,403 Printing and publications 20.876 7.591 28.467 9.489 9.489 37.956 29.362 Miscellaneous 39,866 14,497 54,363 18,122 18,122 72,485 68,976 Interest 11,224 11,224 11,224 14,902 Fundraising 33,380 33,380 33,380 13,632 Bad debt expense 360 360 360 6,202 Dues and licenses 9.244 2.311 11,555 11,555 23,408 Total expenses before depreciation 3,806,660 1,391,291 5,197,951 661,121 271,978 933,099 6,131,050 5,507,359 Depreciation 325,142 177,350 502,492 88,675 88,675 591,167 582,594 Total expense 4.131.802 1.568.641 5.700.443 661.121 360.653 1.021.774 6.722.217 6.089.953

FAMILY LIFE MINISTRIES, INC. **Statements of Cash Flows** For the Years Ended June 30, 2022 and 2021

		2022		2021
Cash Flows from Operating Activities Change in net assets Adjustments	\$	2,304,014	\$	3,280,715
Depreciation Gain on sale of assets Unrealized and realized (gain) loss on investments		591,167 (75,537) 42,553		582,594 (127,081) (29,655)
Donated investments Accrued interest on notes payable Forgiveness of PPP loan		(406,045) 11,106		(218,074) 15,954 (673,730)
Changes in assets and liabilities Accounts receivable Prepaid expenses		(20,897) (21,251)		16,508 (27,763)
Accounts payable Accrued expenses Deferred revenue		12,894 (859)		22,149 (113,883)
Net cash flows from operating activities		(24,705) 2,412,440	-	(47,295) 2,680,439
Cash Flows from Investing Activities Purchase of intangibles Purchase of property and equipment Proceeds from sale of property and equipment		(243,630) (1,699,040) 87,057		(809,000) (2,108,672) 259,995
Purchase of investments Proceeds from sale of intangibles Proceeds from sale of investments		(100,000) 156,004 244,039		111,608 58,867
Net cash flows from investing activities Cash Flows from Financing Activities		(1,555,570)	-	(2,487,202)
Repayment of notes payable Net cash flows from financing activities	-	(353,260) (353,260)	_	(154,252) (154,252)
Net Change in Cash and Cash Equivalents Cash and Cash Equivalents - Beginning		503,610 1,143,958		38,985 1,104,97 <u>3</u>
Cash and Cash Equivalents - Ending	\$_	1,647,568	\$_	1,143,958

Note 1. Summary of Significant Accounting Policies and Nature of Organization

Nature of Organization - Family Life Ministries, Inc. (the "Organization") is a not-for-profit organization providing direct services for Christian youth and families and operates Christian radio stations serving New York and Pennsylvania, as well as world-wide via the Internet.

Method of Accounting - The accompanying financial statements have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America.

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 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.

Basis of Presentation - The Organization reports information regarding its net assets and changes therein in the following categories: net assets without donor restrictions and net assets with donor restrictions. Net assets with donor restrictions are those whose use has been limited by donor-imposed stipulations that either expire by passage of time or can be fulfilled by actions of the Organization or are required to be held in perpetuity. The Organization had \$1,145,513 and \$333,346 of net assets with donor restrictions at June 30, 2022 and 2021, respectively.

Liquidity - The Organization has \$2,120,299 of financial assets available within one year of the statement of financial position date consisting of \$1,647,568 of cash, \$423,875 of investments, and \$48,856 of accounts receivable. \$1,145,513 of these financial assets are subject to donor or contractual restrictions that would make them unavailable for general expenditures within one year of the statement of financial position date.

Cash and Cash Equivalents - For purposes of the statements of cash flows, the Organization considers all highly liquid debt instruments purchased with an original maturity of three months or less to be cash equivalents. The Organization maintains cash and cash equivalents at financial institutions which periodically may exceed federally insured limits.

Accounts Receivable and Allowance for Doubtful Accounts - Accounts receivable are uncollateralized obligations due under normal trade terms. Accounts receivable are stated at the amount management expects to collect. Balances that are still outstanding after management has used reasonable collection efforts are written off through a charge to the allowance for doubtful accounts and a credit to receivables. Management estimates its allowance for doubtful accounts and bad debts based on their assessment of collectibility of receivables and prior experience. The balance of the allowance for doubtful accounts was \$225 at June 30, 2022 and June 30, 2021.

Property and Equipment - All equipment, furniture and fixtures are stated at cost, if purchased, and at fair value, if donated. Routine maintenance and repair costs are charged to operations as they are incurred. Expenditures over \$1,000, which extend the useful life of an asset, are capitalized. When assets are retired or otherwise disposed of, the cost and related accumulated depreciation are removed from the accounts and any resulting gain or loss is included in operations. Construction in progress is not depreciated until placed in service. Depreciation is computed using the straight-line method over the following estimated useful lives:

Buildings Machinery and equipment Vehicles 5 - 40 Years

3 - 15 Years

5 Years

Goodwill - Goodwill represents the excess of the cost of an acquired entity over the net of the amounts assigned to assets acquired and liabilities assumed. The Organization accounts for its goodwill in accordance with ASC 350-20, which requires the Organization to test goodwill for impairment annually or whenever events change or circumstances indicate that the carrying value of the asset may not be recoverable. Management determined that the value of the goodwill is not impaired at June 30, 2022 and June 30, 2021.

Broadcasting Rights - The Organization obtains broadcasting rights for radio broadcasts to listeners in various locations. The Organization accounts for its broadcasting rights in accordance with ASC 350-30, which requires the Organization to test other assets for impairment annually or whenever events change or circumstances indicate that the carrying value of the asset may not be recoverable. Management determined that the value of the broadcasting rights are not impaired at June 30, 2022 and June 30, 2021.

Contributions - In June 2018, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) 2018-08, "Clarifying the Scope of Accounting Guidance for Contributions Received and Contributions Made". ASU 2018-08 provides clarification for determining if grants and contracts should be considered contributions or exchange transactions, as well as guidance for determining if a contribution is conditional.

Contributions received are recorded as with donor restrictions or without donor restrictions depending on the existence or nature of the donor conditions. 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 statement of activities as net assets released from restrictions. However, donor-restricted contributions whose restrictions are met in the same reporting period are reported as unrestricted support.

Revenue Recognition - On July 1, 2020, the Organization adopted ASU 2014-09, "Revenue from Contracts with Customers", which provides guidance for revenue recognition that superseded the revenue recognition requirements in Accounting Standards Codification (ASC) Topic 605, Revenue Recognition ("Topic 605") and most industry specific guidance. Under ASU 2014-09, revenue is recognized when promised goods or services are transferred to customers in an amount that reflects the consideration to which the Organization expects to be entitled in exchange for these goods or services. The Organization has analyzed the provisions of the ASU 2014-09 and has concluded that no changes are necessary to conform with the new standard. The Organization utilizes a five-step framework as identified in ASU 2014-09. The Organization derives its contract revenues from programming sponsors, program and event fees and ministry activity fees. These revenues are recognized at a point in time, when earned.

Functional Expenses - Expenses are charged to each program, management and general or fundraising based on direct expenditures incurred. Any program expenditures not directly charged are allocated based on estimates of resource application and usage.

Income Taxes - Family Life Ministries, Inc. is an exempt organization under Section 501(c)(3) of the Internal Revenue Code. However, income from certain activities not directly related to the Organization's tax exempt purpose is subject to taxation as unrelated business income.

In accordance with ASC 740-10-50 the Organization recognizes tax benefits from uncertain tax positions only if it is more likely than not that the tax position will be sustained on examination by the taxing authorities. Management believes that the Organization is currently operating in compliance with the applicable requirements of the Internal Revenue Code. Therefore, no liability for unrecognized tax benefits has been included on the Organization's financial statements.

Comparative Information - The financial statements include certain prior-year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with accounting principles generally accepted in the United States of America. Accordingly, such information should be read in conjunction with the Organization's financial statements for the year ended June 30, 2021, from which the summarized information was derived.

Subsequent Events - In accordance with ASC 855-10, the Organization evaluated subsequent events through the date of the report which is the date these financial statements were available to be issued. Subsequent to June 30, 2022, the Organization purchased two additional radio stations for a total cost of approximately \$1,115,000. Of this amount, \$300,000 was financed with a note payable with the balance paid in cash.

Note 2. Investments

The Organization has determined fair value of investments by classifying assets into one of three levels. The three levels of inputs that were used to measure fair value were:

Level 1: Quoted prices (unadjusted) for identical assets or liabilities in active markets that the entity has the ability to access as of the measurement date.

Level 2: Significant other observable inputs other than Level 1 prices such as quoted prices for similar assets or liabilities; quoted prices in markets that are not active; or other inputs that are observable or can be corroborated by observable market data.

Level 3: Significant unobservable inputs that reflect a reporting entity's own assumptions about the assumptions that market participants would use in pricing an asset or liability.

The following is a description of the valuation and methodologies used for assets measured at fair value:

Common stocks - valued at the closing price reported in the active market in which the investment is actively traded at year-end (Level 1).

Investments consisted of the following at June 30, 2022:

	Level 1		Level 2		Level 3		<u>Total</u>
Cash	\$ 100,000	\$		-	\$	-	\$ 100,000
Common Stocks:							
Financial services	102,442			-		-	102,442
Technology	98,073			-		-	98,073
Industrials	49,639			-		-	49,639
Consumer cyclical	33,596			-		-	33,596
Healthcare	11,953			-		-	11,953
Consumer defensive	10,529			-		-	10,529
Energy	7,582			-		-	7,582
Communication services	5,779			-		-	5,779
Basic materials	 4,282						4,282
Total	\$ 423,875	\$_			\$		\$ 423,875

Investments consisted of the following at June 30, 2021:

	<u>I</u>	_evel 1		Level 2		<u>!</u>	Level 3		1	<u> Total</u>
Common Stocks:										
Technology	\$	147,027	\$		-	\$		-	\$	147,027
Consumer services		47,620			-			-		47,620
Consumer non-durables		9,775								9,775
Total	\$	204,422	\$_		_	\$			\$	204,422

Note 3. Fixed Assets

Fixed assets consisted of the following at June 30:

		<u>2022</u>		<u>2021</u>
Land	\$	1,029,677	\$	1,017,754
Buildings		2,929,600		2,926,389
Machinery and equipment		5,782,724		5,101,376
Vehicles		318,450		238,631
Construction in progress	_	4,084,364	_	3,191,679
Sub-total		14,144,815		12,475,829
Less, accumulated depreciation	_	(5,825,705)	_	(5,253,072)
Property and equipment - net	\$_	8,319,110	\$_	7,222,757

Note 4. Other Assets

A summary of other assets consisted of the following at June 30:

	2022		<u>2021</u>
Broadcasting rights Goodwill	\$ 7,069,973 88.907	\$	6,982,347 88,907
Total	\$ 7,158,880	\$_	7,071,254

Note 5. Employee Retention Credit

During the year ended June 30, 2021, the Organization qualified to receive a refundable tax credit of \$673,476 for the Employee Retention Credit under the CARES Act. The calculation used to determine the refundable tax credit was based on financial activity as of June 30, 2021. As of June 30, 2022, the Organization had received \$109,471 of this amount which is shown on the Statement of Activities as Employee Retention Credit. The balance due has not been accounted for in the accompanying financial statements because laws and regulations concerning governmental programs can be complex and subject to varying interpretations.

Note 6. Notes Payable

Notes payable consisted of the following at June 30:	2022	<u>2021</u>
Note payable from an individual, unsecured, interest origin was 3.0%, but changed to 0%. Originally interest accrued to a year and was added back to note balance, but when inte was changed all previously accrued interest was forging Payment is due within ninety days of written notice. Originate was \$10,000.	vice rest ven.	\$ 10,000
Note payable from an individual, unsecured, interest at 1.8 due on December 12, 2027. Original note was \$500,000.	1%, 302,715	353,167
Note payable from an individual, unsecured, interest at 1.8 due on October 31, 2024. Original note was \$400,000	1%, 141,806	187,423
Note payable from an individual, unsecured, interest at 3. Note is payable within ninety days of written notice. Inte accrues twice a year. Original note was \$10,000.		10,150
Note payable from an individual, unsecured, interest origin at 3.0% but changed to 0%. Interest was forgiven in 20 Principal was originally due June 3, 2019 and is now June 3, 2024. Original note was \$10,000.	019.	10,000
Note payable from an individual, unsecured, interest origin at 3.0%, but changed to 0%. Interest was forgiven in 20 Principal was originally due February 1, 2020 and is now February 1, 2025. Original note was \$20,000.	019.	20,000
Note paid in full.	-	10,000
Note paid in full.	-	40,000
Note paid in full.	-	10,000
Note paid in full.	-	12,157
Note paid in full.	-	30,054
Note paid in full.	-	59,809
Note payable from an individual, unsecured, interest at 0 due on October 11, 2022.	10,000	10,000
Note paid in full.	-	10,873
Note paid in full. Total Less, current portion Long-term portion	504,671 (180,445) \$ 324,226	73,192 846,825 (366,710) \$ 480,115

As a majority of the Organization's notes payable are due shortly after demand, that portion of the note is considered potentially currently due or payable within one year.

Notes payable are payable in each of the next five years as follows:

2023	\$	180,445
2024		106,720
2025		117,506
2026		50,000
2027		50,000
Thereafter		_
Total	\$	504,671

Note 7. Paycheck Protection Program Loan Payable

In April 2020, the Organization received a loan under the Payroll Protection Program that was designed by the United States Small Business Administration ("SBA") to provide direct incentive for small businesses to keep their employees on payroll due to COVID-19. As of November 2020, the Organization received full forgiveness of the loan of \$673,730 and recognized the income from the loan as "Forgiveness of PPP loan" on the statement of activities as of June 30, 2021.

Note 8. Supplemental Cash Flow Information

	<u>2022</u>		<u>2021</u>
Interest paid	\$ 11,227	\$_	14,902
Noncash partial acquisition of intangible for forgiveness on note receivable	\$ -	\$	21,882

Note 9. Retirement Plan

Family Life Ministries, Inc., has established a 403(b) retirement plan covering all employees of the Organization over 18 years of age that have completed six months of service. The plan allows for employee contributions to the plan up to the maximum allowed by the Internal Revenue Code. The Organization contributes a matching contribution of one dollar for every dollar of a participant's elective deferral up to two percent of each employee's annual salary. The Organization contributed \$44,942 and \$47,795 in the years ended June 30, 2022 and 2021, respectively.

Note 10. Related Party Transactions

The Organization contracted with a Corporation (the "Corporation") for excavation services for the construction of the new facility. A former member of the Organization's board of directors is also part owner of the Corporation. Contract expenses paid for the years ended June 30, 2022 and 2021 amounted to \$71,400 and \$585,628 respectively, and are included in construction in process on the statement of financial position. No amounts were due to the Corporation from the Organization at June 30, 2022 and 2021.