

CATHOLIC ANSWERS, INC.
FINANCIAL STATEMENTS
YEARS ENDED JUNE 30, 2024 AND 2023



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**CATHOLIC ANSWERS, INC.
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YEARS ENDED JUNE 30, 2024 AND 2023**

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INDEPENDENT AUDITORS' REPORT

Board of Directors
Catholic Answers, Inc.
El Cajon, California

Report on the Audit of the Financial Statements

Opinion

We have audited the accompanying financial statements of Catholic Answers, Inc. (a nonprofit organization), which comprise the statements of financial position as of June 30, 2024 and 2023, and the related statements of activities, functional expenses, and cash flows for the years 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 Catholic Answers, Inc. as of June 30, 2024 and 2023, and the changes in net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America (GAAP).

Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America (GAAS). Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of Catholic Answers, Inc. and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audits. 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 Catholic Answers, Inc.'s ability to continue as a going concern for one year after the date the financial statements are available to be issued.

Auditors' 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 auditors' 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 GAAS 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 GAAS, 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 Catholic Answers, 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 Catholic Answers, 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.

CliftonLarsonAllen LLP

CliftonLarsonAllen LLP

Irvine, California
January 22, 2025

CATHOLIC ANSWERS, INC.
STATEMENTS OF FINANCIAL POSITION
JUNE 30, 2024 AND 2023

| | 2024 | 2023 |
|---|--------------|--------------|
| ASSETS | | |
| CURRENT ASSETS | | |
| Cash and Cash Equivalents | \$ 1,078,855 | \$ 579,896 |
| Accounts Receivable, Less Allowance for Credit Loss | 228,478 | 126,111 |
| Inventories | 499,873 | 632,467 |
| Investments | 1,585,822 | 1,522,900 |
| Prepaid Expenses and Other Current Assets | 268,634 | 292,400 |
| Total Current Assets | 3,661,662 | 3,153,774 |
| PROPERTY AND EQUIPMENT, NET | 89,162 | 111,525 |
| DEPOSITS AND OTHER ASSETS | 14,150 | 14,150 |
| RIGHT OF USE ASSET - OPERATING | 329,384 | 558,834 |
| Total Assets | \$ 4,094,358 | \$ 3,838,283 |
| LIABILITIES AND NET ASSETS | | |
| CURRENT LIABILITIES | | |
| Accounts Payable | \$ 210,320 | \$ 237,198 |
| Accrued Expenses | 589,447 | 548,474 |
| Deferred Revenue | 147,817 | 143,579 |
| Lease Liability - Operating, Current Portion | 202,655 | 182,894 |
| Total Current Liabilities | 1,150,239 | 1,112,145 |
| LONG-TERM LIABILITIES | | |
| Lease Liability - Operating, Less Current Portion | 138,157 | 385,262 |
| Total Long-Term Liabilities | 138,157 | 385,262 |
| Total Liabilities | 1,288,396 | 1,497,407 |
| NET ASSETS | | |
| Net Assets Without Donor Restrictions, Undesignated | 2,776,948 | 2,312,890 |
| Net Assets With Donor Restrictions, Restricted by Purpose or Time | 29,014 | 27,986 |
| Total Net Assets | 2,805,962 | 2,340,876 |
| Total Liabilities and Net Assets | \$ 4,094,358 | \$ 3,838,283 |

See accompanying Notes to Financial Statements.

CATHOLIC ANSWERS, INC.
STATEMENTS OF ACTIVITIES
YEARS ENDED JUNE 30, 2024 AND 2023

| | 2024 | 2023 |
|---|--------------|--------------|
| CHANGE IN NET ASSETS WITHOUT DONOR RESTRICTIONS | | |
| Revenue and Support: | | |
| Contributions | \$ 7,629,763 | \$ 6,801,330 |
| Product Sales | 1,833,400 | 1,468,322 |
| Magazine Subscription Revenue | - | 19,394 |
| Seminar Fee Revenue | 149,330 | 121,479 |
| Event Revenue | 214,721 | 182,652 |
| Other Program Revenue | 52,961 | 31,577 |
| Investment Income | 75,857 | 37,611 |
| Contributed Goods and Services | 173,422 | 176,355 |
| Net Assets Released from Donor Restrictions | 13,972 | 12,264 |
| Other Income | 110,000 | 78,200 |
| Total Revenues and Support Without Donor Restrictions | 10,253,426 | 8,929,184 |
| EXPENSES | | |
| Program Services Expenses: | | |
| Product Development and Sales | 2,850,166 | 2,683,890 |
| Special Projects | 407,398 | 525,215 |
| Events | 723,919 | 601,921 |
| Radio and Studios | 1,791,189 | 1,783,090 |
| Apologetics and Evangelization | 643,918 | 633,557 |
| Magazine | 401,489 | 588,205 |
| Website | 876,661 | 746,140 |
| Total Program Services Expenses | 7,694,740 | 7,562,018 |
| Supporting Services Expenses: | | |
| Management and General | 556,765 | 532,798 |
| Fundraising | 1,537,863 | 1,347,929 |
| Total Supporting Services Expenses | 2,094,628 | 1,880,727 |
| Total Expenses | 9,789,368 | 9,442,745 |
| CHANGES IN NET ASSETS WITHOUT DONOR RESTRICTIONS | 464,058 | (513,561) |
| CHANGE IN NET ASSETS WITH DONOR RESTRICTIONS | | |
| Contributions | 15,000 | - |
| Net Assets Released from Donor Restrictions | (13,972) | (12,264) |
| Change in Net Assets With Donor Restrictions | 1,028 | (12,264) |
| CHANGE IN NET ASSETS | 465,086 | (525,825) |
| Net Assets - Beginning of Year | 2,340,876 | 2,866,701 |
| NET ASSETS - END OF YEAR | \$ 2,805,962 | \$ 2,340,876 |

See accompanying Notes to Financial Statements.

**CATHOLIC ANSWERS, INC.
STATEMENT OF FUNCTIONAL EXPENSES
YEAR ENDED JUNE 30, 2024**

| | Program Services | Supporting Services | | Total Supporting Services | Total Expenses |
|---|---------------------|---------------------------|---------------------|------------------------------|---------------------|
| | | Management and General | Fundraising | | |
| EXPENSES | | | | | |
| Personnel Costs: | | | | | |
| Salaries and Wages | \$ 3,077,134 | \$ 364,108 | \$ 716,377 | \$ 1,080,485 | \$ 4,157,619 |
| Retirement Plan | 90,051 | 9,896 | 20,755 | 30,651 | 120,702 |
| Other Employee Benefits | 563,022 | 62,020 | 130,505 | 192,525 | 755,547 |
| Payroll Taxes | 239,670 | 26,337 | 55,233 | 81,570 | 321,240 |
| Total Personnel Costs | <u>3,969,877</u> | <u>462,361</u> | <u>922,870</u> | <u>1,385,231</u> | <u>5,355,108</u> |
| Printing and Postage | 409,645 | 119 | 354,626 | 354,745 | 764,390 |
| Information Technology | 478,491 | 15,714 | 77,230 | 92,944 | 571,435 |
| Cost of Sales | 548,169 | - | - | - | 548,169 |
| Professional Fees | 482,371 | 39,556 | 25,848 | 65,404 | 547,775 |
| Office Expenses | 494,944 | 4,281 | 44,332 | 48,613 | 543,557 |
| Travel and Events | 451,820 | 983 | 38,571 | 39,554 | 491,374 |
| Occupancy | 289,406 | 28,334 | 59,493 | 87,827 | 377,233 |
| Advertising and Promotion | 295,090 | 108 | 1,854 | 1,962 | 297,052 |
| Royalties | 215,880 | - | - | - | 215,880 |
| Depreciation | 43,622 | 4,790 | 10,034 | 14,824 | 58,446 |
| Other Expenses | 7,736 | - | - | - | 7,736 |
| Licenses and Dues | 3,628 | 65 | 2,042 | 2,107 | 5,735 |
| Insurance | 4,061 | 454 | 963 | 1,417 | 5,478 |
| Total Program and Supporting Services Including Depreciation | <u>\$ 7,694,740</u> | <u>\$ 556,765</u> | <u>\$ 1,537,863</u> | <u>\$ 2,094,628</u> | <u>\$ 9,789,368</u> |

See accompanying Notes to Financial Statements.

**CATHOLIC ANSWERS, INC.
STATEMENT OF FUNCTIONAL EXPENSES
YEAR ENDED JUNE 30, 2023**

| | Program Services | Supporting Services | | Total Supporting Services | Total Expenses |
|---|---------------------|---------------------------|---------------------|------------------------------|---------------------|
| | | Management and General | Fundraising | | |
| EXPENSES | | | | | |
| Personnel Costs: | | | | | |
| Salaries and Wages | \$ 3,119,592 | \$ 339,251 | \$ 625,198 | \$ 964,449 | \$ 4,084,041 |
| Retirement Plan | 87,571 | 9,160 | 17,585 | 26,745 | 114,316 |
| Other Employee Benefits | 561,241 | 58,769 | 113,051 | 171,820 | 733,061 |
| Payroll Taxes | 239,359 | 25,041 | 48,111 | 73,152 | 312,511 |
| Total Personnel Costs | 4,007,763 | 432,221 | 803,945 | 1,236,166 | 5,243,929 |
| Printing and Postage | 481,103 | 258 | 312,326 | 312,584 | 793,687 |
| Information Technology | 380,609 | 14,604 | 63,260 | 77,864 | 458,473 |
| Cost of Sales | 416,409 | - | - | - | 416,409 |
| Professional Fees | 536,761 | 41,476 | 17,716 | 59,192 | 595,953 |
| Office Expenses | 561,751 | 5,865 | 43,289 | 49,154 | 610,905 |
| Travel and Events | 328,315 | 2,487 | 36,030 | 38,517 | 366,832 |
| Occupancy | 307,033 | 28,245 | 54,019 | 82,264 | 389,297 |
| Advertising and Promotion | 276,259 | 136 | 1,062 | 1,198 | 277,457 |
| Royalties | 191,189 | - | - | - | 191,189 |
| Depreciation | 52,440 | 5,428 | 9,962 | 15,390 | 67,830 |
| Other Expenses | - | - | 405 | 405 | 405 |
| Licenses and Dues | 3,815 | 114 | 1,977 | 2,091 | 5,906 |
| Insurance | 18,571 | 1,964 | 3,938 | 5,902 | 24,473 |
| Total Program and Supporting Services Including Depreciation | <u>\$ 7,562,018</u> | <u>\$ 532,798</u> | <u>\$ 1,347,929</u> | <u>\$ 1,880,727</u> | <u>\$ 9,442,745</u> |

See accompanying Notes to Financial Statements.

CATHOLIC ANSWERS, INC.
STATEMENTS OF CASH FLOWS
YEARS ENDED JUNE 30, 2024 AND 2023

| | 2024 | 2023 |
|--|--------------|--------------|
| CASH FLOWS FROM OPERATING ACTIVITIES | | |
| Change in Net Assets | \$ 465,086 | \$ (525,825) |
| Adjustments to Reconcile Change in Net Assets to Net Cash Provided (Used) by Operating Activities: | | |
| Credit Loss Expense (Recovery) | 2,829 | (8,273) |
| Depreciation and Amortization | 58,446 | 67,830 |
| Realized and Unrealized Gain on Investments | (33,155) | (22,765) |
| Noncash Lease Expense - Operating | 2,106 | 9,322 |
| Change in Operating Assets and Liabilities: | | |
| Accounts Receivable | (105,196) | 77,321 |
| Inventories | 132,594 | (167,758) |
| Prepaid Expenses and Other Current Assets | 23,766 | (18,872) |
| Accounts Payable | (26,878) | (115,453) |
| Accrued Expenses | 40,973 | 39,281 |
| Deferred Revenue | 4,238 | 1,258 |
| Deferred Rent | - | (10,096) |
| Net Cash Provided (Used) by Operating Activities | 564,809 | (674,030) |
| CASH FLOWS FROM INVESTING ACTIVITIES | | |
| Purchases of Property and Equipment | (36,083) | (28,778) |
| Sale of Investments | 1,591,805 | 986,000 |
| Purchase of Investments | (1,621,572) | (1,000,699) |
| Net Cash Used by Investing Activities | (65,850) | (43,477) |
| NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS | 498,959 | (717,507) |
| Cash and Cash Equivalents - Beginning of Year | 579,896 | 1,297,403 |
| CASH AND CASH EQUIVALENTS - END OF YEAR | \$ 1,078,855 | \$ 579,896 |
| SUPPLEMENTAL DISCLOSURE OF NONCASH TRANSACTIONS | | |
| Right of Use Asset - Operating | \$ - | \$ 748,113 |

See accompanying Notes to Financial Statements.

CATHOLIC ANSWERS, INC.
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2024 AND 2023

NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Nature of Organization

The financial statements reflect the financial results of Catholic Answers, Inc. (CA or the Organization), a nonprofit California corporation. CA was organized in 1982 and is an apostolate dedicated to serving Christ by bringing the fullness of Catholic truth to the world. The Organization, among other things, sells religious books, booklets, and audio and video products throughout the world. The Organization also hosts the Catholic.com website, conducts seminars, publishes magazines, conducts pilgrimages, and produces a radio show and podcasts heard throughout the world.

Basis of Accounting

The Organization's financial statements are prepared on the accrual basis of accounting.

Use of Estimates

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

Cash and Cash Equivalents

For purposes of the statements of cash flows, the Organization considers all highly liquid investments available for current use with initial maturity of three months or less to be cash equivalents.

Accounts Receivable

Accounts receivable are recorded when products are sold or services are rendered, and are presented in the statements of financial position net of an allowance for expected credit losses. Credit terms for payment of products and services are extended to customers in the normal course of business and no collateral is required.

The Organization uses a combination of historical loss information based on the aging of receivables, current economic conditions, and forward-looking information to determine expected credit losses for receivables and believes that the composition of trade receivables at year-end is consistent with historical conditions as credit terms and practices and the customer base has not changed significantly. Balances that are still outstanding after management has used reasonable collection efforts are written off through a charge to the allowance for credit loss and a credit to accounts receivable. The allowance for credit losses was \$4,234 and \$2,794 as of June 30, 2024 and 2023, respectively.

Significant inputs and assumptions used in the estimation of credit losses may include:

- Historical loss experience
- Current economic conditions
- Economic indicators

CATHOLIC ANSWERS, INC.
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2024 AND 2023

NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Inventories

Inventories consist of books, booklets, and audio and video products that are stated at the lower of cost or net realizable value using the first-in, first-out method (FIFO).

Investments

Investments consist of U.S. treasury securities with readily determinable fair values and are measured at fair value in the statements of financial position. Net investment gain or loss is reported in the statements of activities and consists of interest income, realized and unrealized capital gains and losses, less external and direct internal investment expenses.

Fair Value Measurements

Fair value measurement applies to reported balances that are required or permitted to be measured at fair value under an existing accounting standard. The Organization emphasizes that 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 and establishes a fair value hierarchy.

The fair value hierarchy consists of three levels of inputs that may be used to measure fair value as follows:

Level 1 – Inputs that utilize quoted prices (unadjusted) in active markets for identical assets or liabilities that the Organization has the ability to access.

Level 2 – Inputs that include quoted prices for similar assets and liabilities in active markets and inputs that are observable for the asset or liability, either directly or indirectly, for substantially the full term of the financial instrument. Fair values for these instruments are estimated using pricing models, quoted prices of securities with similar characteristics, or discounted cash flows.

Level 3 – Inputs that are unobservable inputs for the asset or liability, which are typically based on an entity's own assumptions, as there is little, if any, related market activity.

There were no changes in the valuation methodology used by the Organization.

In instances where the determination of the fair value measurement is based on inputs from different levels of the fair value hierarchy, the level in the fair value hierarchy within which the entire fair value measurement falls is based on the lowest level input that is significant to the fair value measurement in its entirety.

CATHOLIC ANSWERS, INC.
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2024 AND 2023

NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Property and Equipment

Acquisitions of property and equipment greater than \$5,000 with useful lives greater than one year are recorded at cost and depreciated over their estimated useful lives using the straight-line method. Donated property is recorded at fair market value on the date received. Leasehold improvements are amortized over the shorter of the useful life of the asset or the lease term.

Leases

The Organization leases office space. The Organization determines if an arrangement is a lease at inception. Operating leases are included in operating lease right-of-use (ROU) assets and operating lease liabilities in the statements of financial position.

ROU assets represent the Organization's right to use an underlying asset for the lease term and lease liabilities represent the Organization's obligation to make lease payments arising from the lease. ROU assets and liabilities are recognized at the lease commencement date based on the present value of lease payments over the lease term. As most of leases do not provide an implicit rate, the Organization uses a federal risk-free rate based on the information available at commencement date in determining the present value of lease payments. The operating lease ROU asset also includes any lease payments made and excludes lease incentives. The lease terms may include options to extend or terminate the lease when it is reasonably certain that the Organization will exercise that option. Lease expense for lease payments is recognized on a straight-line basis over the lease term. The Organization has elected to recognize payments for short-term leases with a lease term of 12 months or less as expense as incurred and these leases are not included as lease liabilities or right of use assets on the statement of financial position.

The Organization has elected not to separate nonlease components from lease components and instead accounts for each separate lease component and the nonlease component as a single lease component.

The Organization's lease agreements do not contain any material residual value guarantees or material restrictive covenants.

In evaluating contracts to determine if they qualify as a lease, the Organization considers factors such as if the Organization has obtained substantially all of the rights to the underlying asset through exclusivity, if the Organization can direct the use of the asset by making decisions about how and for what purpose the asset will be used and if the lessor has substantive substitution rights. This evaluation may require significant judgment.

CATHOLIC ANSWERS, INC.
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2024 AND 2023

NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Net Assets

The Organization records resources for accounting and reporting purposes based on the existence or absence of donor-imposed restrictions. Accordingly, net assets and changes therein are classified and reported as follows:

Net Assets Without Donor Restrictions – Net assets for use in general operations and not subject to donor (or certain grantor) restrictions. The governing board may designate, from net assets without donor restrictions, net assets for an operating reserve through a board-designated endowment. No such endowments existed as of June 30, 2024 or 2023.

Net Assets With Donor Restrictions – Net assets subject to donor (or certain grantor) imposed restrictions. Some donor-imposed restrictions are temporary in nature, such as those that will be met by the passage of time, purpose or other events specified by the donor. Other donor-imposed restrictions are perpetual in nature, where the donor stipulates that resources be maintained in perpetuity. Donor-imposed restrictions are released when a restriction expires, that is, when the stipulated time has elapsed, when the stipulated purpose for which the resource was restricted has been fulfilled, or both.

Contributions

Unconditional promises to give cash and other assets are accrued at estimated fair market value at the date each promise is received. The gifts are reported as net assets with donor restriction if they are received with donor stipulations that limit the use of the donated assets. When a donor restriction is satisfied, net assets are released and reported as an increase in net assets without donor restriction. Contributions received with donor-imposed restrictions that are satisfied within the same reporting period are reported as net assets released from donor restrictions support in that period.

Conditional promises to give are those that include a barrier that must be overcome and either a right of return of assets received by the Organization or a right of release of the donor's obligation to transfer assets to the Organization. Conditional promises to give are not recognized as contributions until such time as the conditions upon which they depend are substantially met or explicitly waived by the donor. Proceeds received from conditional contributions are recorded as deferred revenue until such time that the conditional barriers to revenue recognition have been overcome. As of June 30, 2024, there were no conditional promises to give with conditions that have not been met.

Contributions of donated noncash assets and professional services are recorded as revenue and expense at their fair market value when received. Contributions of services are recognized when received if the services received (a) create or enhance nonfinancial assets or (b) require specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation. During the years ended June 30, 2024 and 2023, the Organization recognized \$173,422 and \$176,355 of donated advertising, respectively. The fair value of these services is based on the estimated advertising rates as provided by the donor.

CATHOLIC ANSWERS, INC.
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2024 AND 2023

NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Revenue Recognition

The Organization's revenue streams under contracts with customers are comprised of product sales, magazine subscriptions, seminar fees and event revenue. The Organization's revenue is recognized when a performance obligation is satisfied, either over a period of time or at a point in time. The Organization's contracts include no significant financing components nor variable considerations.

There are no rights of return for any revenue streams. Payments on contracts with customers are typically due upon receipt by the customer. There are no significant changes in the judgments affecting the determination of the amount and timing of revenue from contracts from customers.

All other revenues are recognized as the corresponding performance obligations are satisfied as follows:

Product Sales

Product sales are recognized at a point in time when products are shipped.

Magazine Subscriptions

There are no distinct performance obligations, and the subscriber benefits are considered a bundled group of performance obligations that are delivered to subscribers throughout the subscription period. Accordingly, magazine subscriptions are recognized monthly over the subscription period. Magazine subscriptions paid in advance of the subscription period are recorded as deferred revenue. The subscription period is either one or two years. During the year ended June 30, 2022, the Organization no longer offered subscriptions.

Seminar Fees and Event Revenue

Seminar fees and event revenues are related to specific events. The Organization evaluates the performance obligations and to the extent that the Organization provides services, the income is recognized at a point in time in the period when the event is held.

The following table shows the Organization's revenue disaggregated according to the timing of the transfer of goods or services:

| | <u>2024</u> | <u>2023</u> |
|------------------------------|---------------------|---------------------|
| Recognized Over Time: | | |
| Magazine Subscriptions | <u>\$ -</u> | <u>\$ 19,394</u> |
| Recognized at Point in Time: | | |
| Product Sales | \$ 1,833,400 | \$ 1,468,322 |
| Seminar Fees | 149,330 | 121,479 |
| Event Revenue | 214,721 | 182,652 |
| Other Program Revenue | 52,961 | 31,577 |
| Total | <u>\$ 2,250,412</u> | <u>\$ 1,823,424</u> |

CATHOLIC ANSWERS, INC.
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2024 AND 2023

NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Revenue Recognition (Continued)

The Organization's contract assets consist of the following:

| | 2024 | 2023 | 2022 |
|---------------|-------------------|-------------------|-------------------|
| Product Sales | <u>\$ 228,478</u> | <u>\$ 126,111</u> | <u>\$ 195,159</u> |

The Organization's contract liabilities consist of the following:

| | 2024 | Beginning 2023 | Ending 2023 |
|------------------------|-------------------|-------------------|-------------------|
| Deferred Revenue: | | | |
| Magazine Subscriptions | \$ - | \$ - | \$ 19,394 |
| Events | 137,777 | 134,680 | 103,215 |
| Other Program Revenue | 10,040 | 8,899 | 19,712 |
| Total Deferred Revenue | <u>\$ 147,817</u> | <u>\$ 143,579</u> | <u>\$ 142,321</u> |

Advertising

Advertising costs are expensed as incurred. For the years ended June 30, 2024 and 2023, advertising costs of \$297,053 and \$277,457, respectively, were allocated to various expense categories.

Shipping and Handling

Costs for shipping and handling were allocated to program expenses in the "Printing and Postage" category and were \$192,381 and \$132,606 for the years ended June 30, 2024 and 2023, respectively.

Functional Allocation of Expense

The costs of program and supporting services activities have been summarized on a functional basis in the statement of functional expenses. The statement of functional expenses presents the natural classification detail of expenses by function. Therefore, expenses require allocation on a reasonable basis that is consistently applied. The expenses that are allocated include salaries and wages, payroll taxes, employee benefits, occupancy, transportation, office expenses, professional services, information technology, depreciation, advertising and mailing expenses. Allocations are made primarily based on time and effort.

Income Tax Status

CA is exempt from federal and state income taxes under Section 501(c)(3) of the Internal Revenue Code (IRC) and Section 23701(d) of the Revenue and Taxation Code of California. The Organization believes that it has appropriate support for any tax positions taken and, as such, does not have any uncertain tax provisions that are material to the financial statements.

CATHOLIC ANSWERS, INC.
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2024 AND 2023

NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Change in Accounting Principle

The Organization has adopted Accounting Standards Update (ASU) 2016-13, *Financial Instruments – Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments*, as amended, which modifies the measurement of expected credit losses. The Organization adopted this new guidance utilizing the modified retrospective transition method. The adoption of this standard did not have a material impact on the Organization's financial statements but did change how the allowance for credit losses is determined.

Concentrations of Credit Risk

The Organization maintains its cash and cash equivalents in bank deposit accounts which, at times, may exceed federally insured deposit limits. The risk associated with these deposits is considered low as they are held in highly rated financial institutions. The Organization has not experienced any losses in such accounts, and believes it is not exposed to any significant credit risk.

The Organization had two customers that represented approximately 75% and 84% of total accounts receivable as of June 30, 2024 and 2023, respectively.

Reclassification

Certain reclassifications of amounts previously reported have been made to the accompanying financial statements to maintain consistency between periods presented. The reclassifications had no impact on previously reported net assets.

Subsequent Events

Subsequent events have been evaluated through January 22, 2025, which is the date the financial statements were available to be issued.

NOTE 2 LIQUIDITY AND AVAILABILITY

Financial assets available for general expenditures, that is, without donor or other restrictions limiting their use, within one year of the statement of financial position date, comprise the following:

| | <u>2024</u> | <u>2023</u> |
|--|----------------------------|----------------------------|
| Cash and Cash Equivalents | \$ 1,078,855 | \$ 579,896 |
| Accounts Receivable, Net | 228,478 | 126,111 |
| Investments | 1,585,822 | 1,522,900 |
| Less: Net Assets with Donor Restrictions | <u>(29,014)</u> | <u>(27,986)</u> |
| Total | <u><u>\$ 2,864,141</u></u> | <u><u>\$ 2,200,921</u></u> |

The Organization's liquid assets are mainly cash and cash equivalents and current investments; any future investment is expected to be invested in highly liquid investments. As a part of its liquidity management, the Organization's management performs and routinely reviews budgets to anticipate cash flows. Excess cash is used to purchase treasury bills with tiered maturities that can be utilized to fund liquidity needs.

CATHOLIC ANSWERS, INC.
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2024 AND 2023

NOTE 3 INVESTMENTS

Investments consist of U.S. Treasury Securities and other interest-bearing securities. Investment income consists of the following for the years ended June 30:

| | <u>2024</u> | <u>2023</u> |
|----------------------|------------------|------------------|
| Interest Income | \$ 42,702 | \$ 14,846 |
| Realized Gain (Loss) | 15,437 | (11,019) |
| Unrealized Gain | 17,718 | 33,784 |
| Total | <u>\$ 75,857</u> | <u>\$ 37,611</u> |

The following table presents investments of the Organization measured at fair value on a recurring basis and were recorded based on the fair value hierarchy at June 30:

| | <u>2024</u> | | | |
|--------------------------|---------------------|----------------|----------------|---------------------|
| | <u>Level 1</u> | <u>Level 2</u> | <u>Level 3</u> | <u>Total</u> |
| U.S. Treasury Securities | \$ 1,581,723 | \$ - | \$ - | \$ 1,581,723 |
| Cash | - | - | - | 4,099 |
| Total | <u>\$ 1,581,723</u> | <u>\$ -</u> | <u>\$ -</u> | <u>\$ 1,585,822</u> |
| | <u>2023</u> | | | |
| | <u>Level 1</u> | <u>Level 2</u> | <u>Level 3</u> | <u>Total</u> |
| U.S. Treasury Securities | \$ 989,899 | \$ - | \$ - | \$ 989,899 |
| Cash | - | - | - | 533,001 |
| Total | <u>\$ 989,899</u> | <u>\$ -</u> | <u>\$ -</u> | <u>\$ 1,522,900</u> |

Management evaluates securities for other-than-temporary impairment at least on a quarterly basis, and more frequently when economic or market concerns warrant such evaluation. Consideration is given to (1) the length of time and the extent to which the fair value has been less than cost, (2) the financial condition and near-term prospects of the issuer, and (3) the intent and ability of the Organization to retain its investment in the issuer for a period of time sufficient to allow for any anticipated recovery in fair value.

NOTE 4 PROPERTY AND EQUIPMENT

Property and equipment consist of the following:

| | <u>2024</u> | <u>2023</u> |
|---|------------------|-------------------|
| Leasehold Improvements | \$ 420,703 | \$ 420,703 |
| Computers and Peripherals | 318,899 | 396,066 |
| Furniture and Fixtures | 38,946 | 139,662 |
| Subtotal | 778,548 | 956,431 |
| Less: Accumulated Depreciation and Amortization | 689,386 | 844,906 |
| Total | <u>\$ 89,162</u> | <u>\$ 111,525</u> |

Depreciation and amortization expense was \$58,446 and \$67,830 for the years ended June 30, 2024 and 2023, respectively.

CATHOLIC ANSWERS, INC.
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2024 AND 2023

NOTE 5 NET ASSETS WITH DONOR RESTRICTIONS

Net assets with donor restrictions are restricted for the following purposes as of June 30:

| | 2024 | 2023 |
|--|-----------|-----------|
| Subject to Expenditure for Specific Purpose: | | |
| Radio Studio Redesign | \$ - | \$ 4,736 |
| Chapel Project | 23,250 | 23,250 |
| Local Lectures | 5,764 | - |
| Total | \$ 29,014 | \$ 27,986 |

Net assets were released from donor restrictions by incurring expenses satisfying the restricted purposes or by the occurrence of the passage of time or other events specified by the donors as follows for the years ended June 30:

| | 2024 | 2023 |
|--|-----------|-----------|
| Purpose or Period Restrictions Accomplished: | | |
| Radio Studio Redesign | \$ 4,736 | \$ 12,264 |
| Local Lectures | 9,236 | - |
| Total | \$ 13,972 | \$ 12,264 |

NOTE 6 COMMITMENTS

Leases

The Organization leases facility space under a long-term, non-cancelable lease agreement. The lease has a maturity date of March 2026. The lease provides for increases in future minimum annual rent payments based on the schedule defined within the lease agreement.

The following tables provide quantitative information concerning the Organization's leases for the years ended June 30:

| | 2024 | 2023 |
|---------------------------|------------|------------|
| Right of Use Asset | \$ 748,113 | \$ 748,113 |
| Right of Use Amortization | (418,729) | (189,279) |
| | \$ 329,384 | \$ 558,834 |
| Operating Lease Costs | \$ 205,761 | \$ 203,452 |
| Short Term Lease Costs | 20,060 | 27,544 |
| Total Lease Costs | \$ 225,821 | \$ 230,996 |

CATHOLIC ANSWERS, INC.
NOTES TO FINANCIAL STATEMENTS
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NOTE 6 COMMITMENTS (CONTINUED)

Leases (Continued)

The following tables provide quantitative information concerning the Organization's operating lease for the years ended June 30:

| | 2024 | 2023 |
|---|------------|------------|
| Cash Paid for Amounts Included in the Measurement of Lease Liability: | | |
| Operating Cash Flows from Operating Leases | \$ 200,400 | \$ 204,226 |
| Right of Use Asset Obtained in Exchange for New Lease Liability - Operating | - | 748,113 |
| Weighted Average Remaining Lease Term - Operating | 1.8 years | 2.8 years |
| Weighted Average Discount Rate - Operating | 3.00% | 3.00% |

A maturity analysis of annual undiscounted cash flows for lease liabilities is as follows:

| Year Ending June 30, | Amount |
|------------------------------------|------------|
| 2025 | \$ 208,020 |
| 2026 | 141,880 |
| Total Lease Payments | 349,900 |
| Less: Interest | (9,088) |
| Present Value of Lease Liabilities | \$ 340,812 |

Hotel Commitments

The Organization has entered into several agreements with hotels for room accommodations for its annual convention through fiscal year 2025. These agreements indicate the Organization is potentially liable for liquidated damages resulting from all unsold rooms and convention space in the event of cancellation. At June 30, 2024, the Organization's maximum commitment was approximately \$141,575.

NOTE 7 RETIREMENT PLAN

The Organization sponsors a 401(k) retirement plan which covers employees aged 21 or older. Employees may defer salaries into the plan up to the maximum allowed by the Internal Revenue Code. For the years ended June 30, 2024 and 2023, the Organization contributed \$120,703 and \$114,316, respectively.

NOTE 8 INCENTIVE PLAN

CA has an incentive plan, which provides bonuses to employees based upon profits, hours worked, and other criteria. CA has reserved the right to amend or terminate this plan at any time. There was incentive plan expense of \$25,272 and \$9,529 for the years ended June 30, 2024 and 2023, respectively.

CATHOLIC ANSWERS, INC.
NOTES TO FINANCIAL STATEMENTS
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NOTE 9 RELATED PARTY TRANSACTIONS

A member of the Organization's management team provides consulting services and incurs expenses on behalf of the Shrine of Our Lady of Guadalupe (Shrine), an entity that is affiliated with the Organization through a related party relationship. Total amounts received for the years ended June 30, 2024 and 2023 on behalf of the related party were \$60,000 and \$77,000, respectively. Total amount receivable from the Shrine as of June 30, 2024 and 2023 was \$6,000.

NOTE 10 SHARED SERVICES

During the year ended June 30, 2024, the Organization's entered into a shared services agreement with a third party for an employee to provide certain services based on the terms of the agreement. Total amount recognized as revenue for the year ended June 30, 2024 was \$50,000. Total amount receivable as of June 30, 2024 was \$4,167.

NOTE 11 CONTINGENCIES

The Organization may, from time to time, be involved in various legal and administrative proceedings and claims arising in the ordinary course of business. The ultimate resolution of such claims, if any, would not, in the opinion of management, have a material effect on the Organization's financial position or statement of activities.



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