

# 2018 North American Mission Board Ministry Report

The North America Mission Board helps pastors and churches more effectively engage the mission field in the United States, Canada and beyond.

We are grateful for the increasing number of churches and individuals who have become more directly involved in church planting and other missions efforts through our [Send Network](#) and [Send Relief](#) ministries. These efforts revolve around the priority of [planting new evangelistic churches](#)—especially unreached and underserved areas such as large cities and regions outside the South—and engaging [communities with the gospel](#).

In the last 100 years Southern Baptists—and evangelicals in general—have lost significant ground in the church-to-population ratio. This is true especially in regions outside the North American South and in the areas where more than 81 percent of the population lives—in and around large cities.

To help Southern Baptists close this gap, NAMB has identified [32 Send Cities](#) that are receiving intense church planting efforts. These cities have vast influence in their regions and beyond. In reaching them, we will need to reach the outlying regions as well as the various ethnic groups that make up the population.

## Send City Missionaries

Our *Send City Missionary* in each Send City is there to recruit church planters and help local Southern Baptists develop a plan for reaching the city. He also assists churches and individuals from outside the city who want to partner in efforts to reach the city.

Beyond our cities, Church Planting Catalysts (CPCs) are responsible for catalyzing the planting of churches throughout North America. Each is to help bring about the planting of at least four churches annually.

In an average year 1,000 churches disappear from the SBC database. Many of those churches are closing their doors forever. Because of this, we have also prioritized our church revitalization efforts to help existing churches become healthier. Our [Church Replant initiative](#) is launching new churches from buildings that once housed SBC churches that have either died or are near death. A Replant brings new spiritual life and allows property to remain in the SBC family.

Over the last few years, we have developed a [Church Planting Pathway](#) which is designed to help raise up future planters and allow them to benefit from the influence of others in the church. From coaching to training, the Pathway cultivates their ability to lead in the process of planting.

In 2017, we sent more than \$28 million to Canadian and state convention partners to fund missionaries and support evangelistic church planting, evangelism and church revitalization ministries in their states.

## Southern Baptist Convention Ministry Assignments to NAMB

- [Establishment of New Congregations](#)
- [Evangelism](#)
- [Appointment and Support of Missionaries](#)
- [Missions and Missions Education](#)
- [Leadership Development](#)
- [Disaster Relief](#)

## Establishment of New Congregations

***Ministry Statement: Assisting churches in planting healthy, multiplying, evangelistic Southern Baptist churches in the United States and Canada.***

There are more than 5,000 churches involved in our Send Network strategy as active partners connected with a ministry location or church planter. In 2016 (the most recent year for which data is available), Southern Baptists planted 732 new churches and 232 new churches affiliated with the SBC.

The NAMB [Church Planting Pipeline](#) is designed to help Southern Baptists discover, develop and deploy the next generation of church planting missionaries.

NAMB continues to work with conventions, associations and churches to deploy church planters, including streamlining the assessment process to get planters on the field quickly without sacrificing the quality of their training. Through NAMB's [SendMe](#) process, churches, associations and state conventions are able to easily provide a missionary request and NAMB works to match prospective candidates with the request.

During 2017, NAMB provided multiple church revitalization [gatherings and labs](#). In 2018, we will continue to partner with state conventions and offer several more of these [events](#).

## Evangelism

***Ministry Statement: Assisting churches in the ministries of evangelism and making disciples.***

[Your Church on Mission](#) was developed and launched in 2016. This blog provides practical, strategic training to pastors to help them lead their church on mission. Resources include blog posts, podcasts and e-Books that can be accessed through the NAMB website.

NAMB continues to promote the [3 Circles Life Conversation Guide](#) in English and Spanish. To date, we have distributed more than 2 million guides via orders, grants and gifts. NAMB also developed the [3 Circles Evangelism Kit](#) designed to help pastors lead an evangelism emphasis for their church. The [3 Circles app](#) has also been downloaded over 130,000 times. Most recently, NAMB developed a 3-week series called [Live This](#) designed to give pastors the tools and content to prepare people to have gospel conversations.

In cooperation with LifeWay's emphasis on evangelism, NAMB launched the [GC Challenge](#) to spur Southern Baptists to have more gospel conversations leading up to the 2018 SBC Annual Meeting in Dallas and beyond.

NAMB built off of the Engage24 evangelism initiative by creating [Engage24 workshops](#) that took place across North America in 2017. Cities included Raleigh, Columbia, and Cincinnati. More workshops have been planned for 2018. Pastors who have witnessed flourishing evangelism ministries in their churches seek to share their strategies and their passion with all who attend one of these workshops.

## Appointment and Support of Missionaries

*Ministry Assignment: Assisting churches by appointing, supporting and assuring accountability for missionaries serving in the United States and Canada.*

NAMB supports 5,097 missionaries and students in varying ministry categories. More than 4,000 Southern Baptist chaplains serve in the U.S. military, in state and federal prisons, hospice, hospitals, disaster relief, as volunteers and in many other settings around the world. NAMB endorses chaplains on behalf of Southern Baptists and helps train and encourage them as they share Christ every day and disciple those who already know Him.

Our missionary assessment process has been improved to provide a more holistic approach to gauging a missionary candidate. This results in placement of missionaries who are better matched for their ministry assignment. In the field, church planters are supervised by Church Planting Catalysts who hold planters accountable to goals and standards and provide any needed assistance.

The Send Network [Church Planting Pathway](#) trains and equips those seeking to enter the church planting mission field, and the [Church Planting Pipeline](#) enables local churches to discover and develop church planting missionaries in their churches. NAMB assesses those applying to join the Send Network and then provides training and coaching to help ensure that the church planter will be as successful as possible in reaching the community.

In order to better train and educate missionaries, we introduced a more comprehensive orientation process for missionaries that began in late 2015. NAMB missionaries will endeavor to plant a church that will seek to multiply itself, or we will also come alongside pastors and help them replant or revitalize a struggling congregation.

As NAMB works with its partners to push back lostness in North America, a key element to accomplish that task must be that we have the right personnel in the right positions and places. NAMB's missionaries and chaplains are excellent examples of believers committed to being obedient to Christ in all things so that more people will come to know Him. While strategically deployed, our missionaries are also highly accountable, giving Southern Baptists confidence that they are good stewards of the all resources provided to them in their work.

## **Missionary Categories**

The list below shows the approved categories of missionaries.

- Church Planter
- Replant Church Planter
- Multiply Church Planter
- Church Planter Apprentice
- Church Planting Intern
- Church Planting Team Member
- Church Planting Catalyst
- Student Missionary
- Evangelism Catalyst
- Collegiate—University Missionary
- Convention Director of Evangelism (non-South conventions only)
- Convention Director of Missions or Convention Church Planting Director (non-South conventions only)
- Send Relief Missionary
- Mission Support Specialist
- Send City Missionary

## **Methods of Funding Missionaries**

1. Some missionaries are fully funded through and by NAMB, meaning 100 percent of the missionary's approved funding (the amount varies by category) is from NAMB. These personnel may be national or regional missionaries, student missionaries, apprentices, interns or even state convention missionaries who are fully funded for the state convention by NAMB.
2. Some missionaries receive a blend of funding through several sources. Many church plants/planters are funded through money set aside as Church Planting Funds (CPF) in the budgets of state Baptist conventions. Many of these funds come from NAMB. The amount varies depending on the strategy of a convention, age of the plant, the trajectory of the plant, the plant's location and the amount of other funding sources available to the plant (sponsoring church, association, state convention, etc.).
3. Some missionaries are self-funded (also known as Mission Service Corps [MSC]-funded). These endorsed missionaries raise some, or in some cases, all of their financial support, and each have a supporting or sending church or a NAMB-approved

non-profit entity that provides oversight to their ministry. NAMB provides resources and administrative support. These missionaries are endorsed, which means they have an approved application as well as a request in our system to serve in a designated location and are held accountable through their Supporting or Sending church or other non-profit entity and by NAMB.

4. Some SBC church planters are not part of the above funding models but are in NAMB's Church Planter Support Network. NAMB provides various kinds of support through this network. In the past that has included a \$1,000 contribution to the planter's Guidestone retirement account; a \$1,000 technology allowance for the purchase of a computer or other hardware; LOGOS Bible software; gift cards for planter or spouse for birthdays, Christmas and special occasions such as Valentine's Day; books; fellowship time with family as well as fellow church planters located in their city.

## Missions and Missions Education

*Ministry Assignment: Assisting churches by providing missions education and coordinating volunteer missions opportunities for church members.*

The North American Mission Board provides missions education in both a traditional manner and via other avenues missions engagement advocacy.

In 2017, NAMB, in partnership with the International Mission Board, hosted three Send Conferences across North America. In Southern California, Dallas and Orlando, 13,000 attendees gathered for the two-day event to learn about living their lives on mission. The conferences helped believers become more intentional about sharing their faith with those around them every day and explore mission possibilities in North America and around the world.

In the traditional realm, NAMB provides missions education resources for children through the NAMB Activity Book and the supplemental, online lessons to the workbook, which feature Send City-specific, Send Relief and evangelism activities. NAMB produces an annual Annie Armstrong Easter Offering® Week of Prayer North American Missions Study for all ages. These studies include missions education videos. [On Mission](#) magazine, NAMB's primary print publication, carries missions awareness and advocacy features.

Additionally, NAMB continues to resource the Woman's Missionary Union (WMU) with missionary contacts for both children and student materials produced by the auxiliary and provides a content review of those materials. NAMB produces missions education videos for WMU and for use in LifeWay student camps and Vacation Bible School. NAMB also produces a missions education church bulletin resource with the International Mission Board (IMB) and aids in the annual missions study produced by the Southern Baptist Conference of Associational Leaders.

New strategies for equipping missionaries and church planters have led NAMB to invest in the development of mission-specific training. Mission training points include internships,

apprenticeships, church planter training and on-going coaching. NAMB directs seminar and on-the-job training for student missionaries through GenSend and formal training for church planting preparation. NAMB also produces an annual missionary prayer calendar to increase awareness of and support for our missionaries.

Regarding volunteer missions opportunities, more than 4,200 churches have connected with specific church plants and church planters across North America as [Sending and Supporting Churches](#). Many of these churches send volunteer teams to work alongside church planting teams in Send Cities and beyond. Other churches that are exploring partnerships with church planting teams in Send Cities also send volunteer teams to work in conjunction with Send City Missionaries and church planters.

Crossover Arizona and Harvest America joined forces in 2017. Crossover provided an opportunity for hundreds of volunteers from throughout North America to partner with Phoenix-area Baptist churches during the week prior to the 2017 Southern Baptist Convention Annual Meeting in June in Phoenix. They engaged communities through door-to-door evangelism and service projects, culminating in Harvest America's crusade at the University of Phoenix Stadium. Over 2,900 salvation decisions were reported at the event.

In 2018, the Crossover Harvest American event will take place in Dallas ahead of the Southern Baptist Convention Annual Meeting.

Southern Baptists served in missions through the thousands of volunteer hours and numerable resources given to aid disaster victims through Disaster Relief. In an historic hurricane season, Southern Baptists responded quickly and stayed long after national news outlets finished covering their stories. Hurricanes Harvey, Irma and Maria devastated Texas, Florida and Puerto Rico. Southern Baptists sent aid to each of those areas through Southern Baptist Disaster Relief and Send Relief.

## Leadership Development

*Ministry Statement: Assisting churches by providing leadership development.*

One key avenue for strengthening the church in North America comes from NAMB's various strategies that focus on encouraging and equipping leaders. Twelve 'Pastor Round Table' experiences were gifted by NAMB to 242 pastors for the benefit of peer-to-peer learning. NAMB provided scholarship funding to partner with ReFRESH conferences led by Dr. Michael Catt to expand the ministry to pastors in the underserved regions of North America, such as the Northeast and Northwest. NAMB continues to provide scholarships for ministry couples to attend six of the national Timothy+Barnabas conferences led by Dr. Johnny Hunt focusing on leadership development.

We believe that every follower of Jesus is called to live on mission. We want to assist the leaders within our churches leading out in mission, whether that is through planting or helping plant a church or living on mission within everyday life. The North American Mission Board has established [SendNetwork.com](http://SendNetwork.com) to deliver resources and provide

opportunities to help leaders and churches to be equipped and mobilized for the mission of God. The equipping provided through Send Network is done through blogs, videos and eBooks. The resources given away are a practical aid written by practitioners and are 100 percent free to download and share.

## Send Relief

***Ministry Statement: Assisting churches in relief ministries to victims of disaster and other people in need.***

In 2016, NAMB expanded its efforts to engage and serve communities all across North America. For years, NAMB's relief efforts have focused on disaster relief. The ministry of Disaster Relief has done much to shine the light of Christ in communities facing horrific tragedy. The yellow shirts of Disaster Relief volunteers have been a major testimony throughout North America about God's faithfulness and the passion of His Church.

Without diminishing our Disaster Relief efforts, NAMB has sought to expand its compassion ministry into various communities so that Southern Baptists can meet physical and emotional needs while bringing the light of Jesus Christ and the gospel into the darkest of circumstances. In addition to disaster relief, these emphases include: poverty, refugees & internationals, foster care & adoption and human trafficking.

Throughout 2017, Send Relief developed a national strategy to come alongside churches to help them engage in compassion ministries in their communities and across the nation. By locating strategic locations for Ministry Centers, Send Relief has provided a means for churches to travel to a region to serve those in need as well as learn how to serve the underprivileged in their hometowns. There are currently Ministry Centers related to refugees and internationals, poverty and human trafficking in Clarkston, Ga., Ashland, Ky. and New Orleans, La. respectively.

### ***Poverty***

The [problem of poverty](#) affects millions of people in North America and, in some areas, hampers entire regions. In order to combat poverty, Send Relief focuses on providing [food](#), [literacy training](#), [medical services](#) and help with the [opioid crisis](#).

Send Relief's [Ministry Center](#) that deals specifically with poverty is located in Ashland, Ky. at the crossroads of Kentucky, Ohio and West Virginia—the heart of Appalachia.

### ***Refugees & Internationals***

New [refugees and internationals](#) come to North America every year seeking security, opportunity and prosperity. Send Relief's goal is to enable the church to minister by helping refugees and internationals acclimate to a new community. By fostering genuine relationships, Christians can share the gospel and welcome new believers into the church.



Send Relief has established a [Ministry Center in Clarkston, Ga.](#), the “Ellis Island of the South.” Thousands of refugees and internationals resettle in Clarkston every year, and the Ministry Center there will go a long way toward helping churches reach those who come to North America.

### ***Foster Care & Adoption***

Currently, there are hundreds of thousands of children in foster care in the United States, and the numbers continue to rise. Send Relief aspires to help churches see each of those numbers as a child their congregation could love and serve. There are several ways that the local church can come alongside families through [foster care and adoption](#), and Send Relief helps churches make that possibility a reality.

### ***Human Trafficking***

Since it is the fastest growing criminal industry in the world, [human trafficking](#) likely takes place much closer to home than many people realize. Send Relief seeks to equip the church so that the church can combat human trafficking in their own communities.

Send Relief’s [Ministry Center in New Orleans](#) ministers to women and families who have been affected by human trafficking.

### ***Crisis Response***

During 2017, the North American Mission Board Disaster Relief Team partnered with state conventions, associations and churches to bring help, healing and hope in the aftermath of disasters and other traumatic events. These events were the results of civil unrest, fires, tornadoes, ice storms, floods and earthquakes. Send Relief organized groups of untrained disaster relief volunteers for the first time in response to the major hurricanes that affected Texas, Florida and Puerto Rico.

Through these partnerships Southern Baptists mobilized thousands of volunteers in 2017. These volunteers prepared over 3.2 million meals and completed over 10,000 various disaster clean-up jobs. Southern Baptists witnessed nearly 900 professions of new-found belief in Jesus Christ.

In 2017, Disaster Relief volunteers invested over 135,800 days of service during NAMB’s major responses to tragedy. By far, the largest responses were to Texas, Florida and Puerto Rico in the aftermaths of Hurricanes Harvey, Irma and Maria, respectively.

## **Funding North American Missions**

### **North American Mission Board 2017 Actual Revenue/Expenses Summary**



<b>REVENUE</b>	<b>Amount</b>
<a href="#"><u>Cooperative Program</u></a>	44,644,865
<a href="#"><u>Annie Armstrong Easter Offering</u></a>	59,668,080
Unrestricted Gifts	3,752,032
Investment and Interest Income	30,726,484
Conference Fees and Other	2,498,290
<b>TOTAL</b>	141,289,751

<b>EXPENSES</b>	<b>Amount</b>
Sending Missionaries	7,550,248
Evangelism	12,316,838
*Church Planting	69,681,886
Leadership Development	1,552,041
Mission Education and Volunteer Opportunities	10,238,470
Relief Ministries	8,812,524
Mission Advancement	2,047,352
Administrative	16,872,314
<b>TOTAL</b>	129,071,673

*\*Church planting missionaries salary/benefits are shown in Church Planting. Historically, all missionary salary/benefits have been shown in Missionary Support. NAMB's desire is for our budget to reflect our refocused priority of Send North America and Church Planting.*

*Audited Financial Records for fiscal years 2016 and 2017 are below.*

#### [Cooperative Program](#)

The Southern Baptist worldwide missions enterprise is funded in large part through the unique, efficient and equitable Cooperative Program. A portion of the undesignated tithes and offerings of individuals received by SBC churches becomes Cooperative Program dollars.

#### [Annie Armstrong Easter Offering](#)

In addition to Cooperative Program giving, an annual offering is received to benefit missions in North America. Named in honor of Annie Armstrong, a passionate advocate of missions who lived 1850-1938, the Annie Armstrong Easter Offering® is the primary funding channel for Southern Baptist mission work in the United States, Canada and their territories. A special offering which churches historically collect during the spring (though it can be

collected at any time during the year), all funds (100%) go to the support of North American missionaries and their work, primarily as salaries and ministry resources. Each penny given represents the trust that Southern Baptists place in our missionary force, and our missionaries are excellent stewards of these funds. For NAMB's fiscal year of October 1, 2016, through September 30, 2017, receipts to the Annie Armstrong Easter Offering totaled more than \$59 million, the largest in history. To learn more, visit [anniearmstrong.com](http://anniearmstrong.com).

\*The information in this report is based on Fiscal Year October 1, 2016 through September 30, 2017. Missionary and Chaplain counts are as of Jan. 1, 2018.

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# THE NORTH AMERICAN MISSION BOARD OF THE SOUTHERN BAPTIST CONVENTION, INC.

## CONSOLIDATED FINANCIAL STATEMENTS

FOR THE YEARS ENDED SEPTEMBER 30, 2016 AND 2015



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## REPORT OF INDEPENDENT AUDITOR

### *The Board of Trustees*

*The North American Mission Board of the Southern Baptist Convention, Inc.  
Alpharetta, Georgia*

We have audited the accompanying consolidated financial statements of **The North American Mission Board of the Southern Baptist Convention, Inc.** ("the Board"), which comprise the consolidated statements of financial position as of September 30, 2016 and 2015, 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 Board'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 Board'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 North American Mission Board of the Southern Baptist Convention, Inc. as of September 30, 2016 and 2015, 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.

### **Report on Supplementary Information**

Our audits were conducted for the purpose of forming an opinion on the consolidated financial statements taken as a whole. The accompanying Supplemental Schedules of Revenue Analysis by Region (Unaudited) for the years ended September 30, 2016 and 2015 are presented for purposes of additional analysis and are not a required part of the consolidated financial statements. Such information is the responsibility of management and has not been subjected to the auditing procedures applied in the audits of the basic consolidated financial statements, and accordingly, we express no opinion on it.



BATTSMORRISON WALES & LEE, P.A.

Orlando, Florida  
February 1, 2017

BATTSMORRISON WALES & LEE, P.A. • CERTIFIED PUBLIC ACCOUNTANTS

THE NORTH AMERICAN MISSION BOARD OF THE SOUTHERN BAPTIST CONVENTION, INC.

**Consolidated Statements of Financial Position**

<b>September 30,</b>	<b>2016</b>	<b>2015</b>
<b>Assets</b>		
Cash and cash equivalents	\$ 1,384,681	\$ 8,330,702
Investments	188,686,554	192,265,249
Investments restricted for long-term purposes	5,478,494	5,477,842
Church loans, net	102,220,114	100,910,056
Beneficial interest in trusts and endowments held by others	43,954,194	45,054,205
Property and equipment, net	41,864,679	26,758,860
Other assets, net	4,742,149	4,313,253
<b>Total assets</b>	<b>\$ 388,330,865</b>	<b>\$ 383,110,167</b>
<b>Liabilities</b>		
Accounts payable and accrued expenses	\$ 5,965,442	\$ 7,150,344
Accrued postretirement benefit obligation	61,691,890	58,635,705
<b>Total liabilities</b>	<b>67,657,332</b>	<b>65,786,049</b>
<b>Net assets</b>		
Unrestricted	265,541,727	261,597,211
Temporarily restricted	5,699,118	5,194,860
Permanently restricted	49,432,688	50,532,047
<b>Total net assets</b>	<b>320,673,533</b>	<b>317,324,118</b>
<b>Total liabilities and net assets</b>	<b>\$ 388,330,865</b>	<b>\$ 383,110,167</b>

THE NORTH AMERICAN MISSION BOARD OF THE SOUTHERN BAPTIST CONVENTION, INC.

Consolidated Statements of Activities

For The Year Ended September 30,	2016	2015
<b>Change in unrestricted net assets</b>		
Public support and revenue		
Annie Armstrong Easter Offering™	\$ 58,860,554	\$ 58,019,374
Cooperative program	44,606,983	43,109,617
Contributions	14,523,181	13,604,773
Interest on church loans	4,673,474	5,144,621
Other	2,143,337	1,491,626
Total public support and revenue	124,807,529	121,370,011
Satisfaction of time and use restrictions	2,290,669	2,495,790
Total public support and revenue and net assets released from restrictions	127,098,198	123,865,801
Expenses		
Program activities		
Church planting	66,859,249	72,455,657
Sending missionaries	13,512,384	12,848,297
Evangelization	12,137,859	11,833,537
Mission education and opportunities	8,431,696	2,416,709
Relief ministries	4,989,464	4,829,857
Leadership development	1,843,702	2,843,499
Total program activities	107,774,354	107,227,556
Supporting activities		
General and administrative	19,972,703	18,915,963
Fundraising	1,400,369	2,345,893
Total supporting activities	21,373,072	21,261,856
Total expenses	129,147,426	128,489,412
Change in unrestricted net assets before other changes	(2,049,228)	(4,623,611)
Investment income (loss), net	13,875,876	(15,482,025)
Postretirement benefit change other than periodic postretirement benefit cost	(7,882,132)	(3,377,850)
Change in unrestricted net assets	3,944,516	(23,483,486)
<b>Change in temporarily restricted net assets</b>		
Contributions	2,078,866	2,421,076
Investment income (loss), net	716,061	(85,885)
Net assets released from restrictions	(2,290,669)	(2,495,790)
Change in temporarily restricted net assets	504,258	(160,599)
<b>Change in permanently restricted net assets</b>		
Change in beneficial interest in trusts and endowments held by others	(1,100,011)	(1,698,481)
Contributions	652	—
Change in permanently restricted net assets	(1,099,359)	(1,698,481)
<b>CHANGE IN NET ASSETS</b>	3,349,415	(25,342,566)
<b>Net assets - Beginning of year</b>	317,324,118	342,666,684
<b>Net assets - End of year</b>	\$ 320,673,533	\$ 317,324,118

THE NORTH AMERICAN MISSION BOARD OF THE SOUTHERN BAPTIST CONVENTION, INC.

**Consolidated Statements of Cash Flows**

For The Year Ended September 30,	2016	2015
<b>Operating cash flows</b>		
Cash received from Annie Armstrong Easter Offering™	\$ 58,860,554	\$ 58,019,374
Cash received from cooperative program	44,531,917	44,599,629
Cash received from contributions	16,602,047	16,025,849
Interest received on church loans	4,673,474	5,144,621
Dividend and interest income	2,937,980	2,507,845
Cash received from other activities	2,143,337	1,491,626
Cash paid for operating activities and costs	(132,553,295)	(127,367,128)
<b>Net operating cash flows</b>	<b>(2,803,986)</b>	<b>421,816</b>
<b>Investing cash flows</b>		
Purchases of investments	(56,360,004)	(75,692,272)
Proceeds from sales of investments	71,592,656	69,986,256
Net investment in assets restricted for long-term purposes	(652)	—
Loans made to churches	(17,926,231)	(14,664,021)
Principal payments received on church loans	12,198,522	16,063,267
Proceeds from sales of church loans	4,417,651	3,854,355
Net purchases of and improvements to property and equipment	(18,064,629)	(8,053,281)
<b>Net investing cash flows</b>	<b>(4,142,687)</b>	<b>(8,505,696)</b>
<b>Financing cash flows</b>		
Proceeds from contributions restricted for long-term investment	652	—
Proceeds from draws on lines of credit	35,780,292	5,500,000
Repayments of amounts drawn on lines of credit	(35,780,292)	(5,500,000)
<b>Net financing cash flows</b>	<b>652</b>	<b>—</b>
<b>Net change in cash and cash equivalents</b>	<b>(6,946,021)</b>	<b>(8,083,880)</b>
<b>Cash and cash equivalents - Beginning of year</b>	<b>8,330,702</b>	<b>16,414,582</b>
<b>Cash and cash equivalents - End of year</b>	<b>\$ 1,384,681</b>	<b>\$ 8,330,702</b>
<b>Reconciliation of change in net assets to net operating cash flows</b>		
Change in net assets	\$ 3,349,415	\$ (25,342,566)
Adjustments to reconcile change in net assets to net operating cash flows:		
Depreciation	2,684,381	2,159,822
Net (gain) loss on investments	(11,653,957)	18,075,755
Change in value of beneficial interests in trusts held by others	1,100,011	1,698,481
Proceeds from contributions restricted for long-term investment	(652)	—
Change in other assets, net	(154,467)	2,548,136
Change in accounts payable and accrued expenses	(1,184,902)	2,809,121
Change in accrued postretirement benefit obligation	3,056,185	(1,526,933)
<b>Net operating cash flows</b>	<b>\$ (2,803,986)</b>	<b>\$ 421,816</b>



**THE NORTH AMERICAN MISSION BOARD OF THE SOUTHERN BAPTIST CONVENTION, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 1**

**DESCRIPTION OF THE ORGANIZATION**

The North American Mission Board of the Southern Baptist Convention, Inc. ("the Board") is a Georgia not-for-profit corporation. The Board aids and shares in the support of Southern Baptist churches, media, missions, and missionary efforts in the United States, Canada, and their territories by providing direct programs and activities and by sharing in the funding of state convention programs and activities. For the years ended September 30, 2016 and 2015, the Board provided approximately \$33,000,000 and \$37,500,000, respectively, in funding to Southern Baptist state conventions and associations for these activities. The Board is also active in assisting churches and individuals with the resources, training, and tools necessary to plant new churches through its Send North America program. The Board is an agency of the Southern Baptist Convention ("the SBC") and receives most of its regular financial support from gifts received through the Executive Committee of the SBC, mainly through the Cooperative Program ("the CP") and the annual Annie Armstrong Easter Offering™ ("the AAEO"). The SBC also funds other programs of the Board (e.g., disaster relief and hunger relief). Total support received from the SBC for the years ended September 30, 2016 and 2015 was approximately \$103,000,000 and \$102,000,000, respectively.

In conformity with accounting principles generally accepted in the United States ("U.S. GAAP"), the consolidated financial statements of the Board also include the accounts of the following organizations, which are separate legal entities:

- **NAMB Covenant Productions, Inc. ("Covenant")** is a Texas not-for-profit corporation whose purpose is to assist the Board through communication media outlets. The Board controls the appointment of Covenant's board of directors. Covenant did not engage in financial transactions during the years ended September 30, 2016 or 2015.
- **FamilyNet, Inc. ("FamilyNet")** is a Texas not-for-profit corporation whose purpose is to assist the Board through television programming. The Board controls the appointment of FamilyNet's board of directors. FamilyNet did not engage in financial transactions during the years ended September 30, 2016 or 2015.
- **TimeRite Agency, Inc. ("TimeRite")** is a Texas for-profit corporation whose purpose is to assist the Board through program production and broadcasting. The Board controls the appointment of TimeRite's board of directors. TimeRite did not engage in financial transactions during the years ended September 30, 2016 or 2015.
- **NAMB Canada** is a not-for-profit Canadian corporation whose purposes include planting Southern Baptist churches and supporting Southern Baptist missionaries in order to spread the Gospel of Jesus Christ in Canada. The Board and NAMB Canada share common management. The Board also has certain representation rights with respect to NAMB Canada's governing body. However, the Board does not control NAMB Canada, as that term is defined by U.S. GAAP. For readability, and because NAMB Canada's financial activity is not material to the Board's overall financial statements, the accompanying financial statements are referred to as "consolidated" instead of "consolidated and combined." All significant inter-organizational balances and transactions have been eliminated.

**THE NORTH AMERICAN MISSION BOARD OF THE SOUTHERN BAPTIST CONVENTION, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 2**  
**SIGNIFICANT ACCOUNTING POLICIES**

**RESTRICTED AND UNRESTRICTED REVENUE AND SUPPORT**

Contributions received are recorded as unrestricted, temporarily restricted, or permanently restricted support, depending on the existence and/or nature of any donor restrictions. Support that is restricted by the donor is reported as an increase in unrestricted net assets if the restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished) in the reporting period in which the support is recognized. Donor-restricted support is reported as an increase in temporarily or permanently restricted net assets, depending on the nature of the restriction. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the consolidated statements of activities as “net assets released from restrictions.”

**REVENUE CLASSIFICATIONS**

The Board’s primary revenue sources included in the accompanying consolidated statements of activities are further described as follows:

*Annie Armstrong Easter Offering™*: The AAEO honors the life and work of Annie Walker Armstrong. The purpose of the AAEO is to enable missionary personnel to share the good news of Jesus Christ. The Board works in partnership with state conventions to distribute monies given through the offering to missionaries and their efforts.

*Cooperative program*: The CP is Southern Baptists’ method of supporting missions and ministry efforts of state conventions, associations, and the SBC. The Board received revenues ratably over the course of the year based on the annual budget allocation of the SBC.

**PROGRAM ACTIVITIES**

The Board’s program activities include the following:

*Church planting*: assisting churches in planting healthy, multiplying, evangelistic Southern Baptist Churches in the United States and Canada;

*Sending missionaries*: assisting churches by appointing, supporting, and assuring accountability for missionaries serving in the United States and Canada;

*Evangelization*: assisting churches in the ministries of evangelism and making disciples;

*Mission education and opportunities*: assisting churches by providing mission education and coordinating volunteer missions opportunities for church members;

*Relief ministries*: assisting churches in relief ministries to victims of disaster and other people in need; and

*Leadership development*: assisting churches by providing leadership development.

**CASH AND CASH EQUIVALENTS**

The Board considers investments purchased or donated with original maturities of three months or less to be cash equivalents.

**INVESTMENTS**

Investments are carried at estimated fair value.

**THE NORTH AMERICAN MISSION BOARD OF THE SOUTHERN BAPTIST CONVENTION, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 2 (CONTINUED)**

**CHURCH LOANS**

Church loans are stated at their unpaid principal amounts outstanding, reduced by an allowance for loan losses, and are generally collateralized by church real estate. Interest income is accrued based on the outstanding principal amount and contractual terms of each individual loan. Church loans generally have original terms from 20 to 30 years, but interest rates generally adjust at three-year to five-year intervals. The carrying value of loan balances approximates fair value.

The Board typically charges a loan processing fee for construction loans and recognizes such fees as revenue in the period in which the loan is originated. Loan origination fees are recognized as revenue in the period in which the loan is originated. Loan fees are intended to offset the direct costs related to issuing the loans. Late payment fees are recognized as revenue when assessed. Interest rates generally range from 4% to 6% per annum.

The Board classifies loans as impaired when it is probable that it will be unable to collect all amounts due according to contractual terms of the loan agreements. Loans are classified as delinquent when payments are 90 days past due. Payments for delinquent loans are applied to interest first, and then to principal, for each past due month starting with the oldest such past due payment. Accrual of interest income is discontinued when, in management's judgment, it is determined that the collectibility of interest is doubtful.

**ALLOWANCE FOR LOAN LOSSES**

Management determines an appropriate allowance for loan losses based upon historical loan loss experience, the amount of past due and nonperforming loans, specific known risks, the value of collateral securing the loans, and current and anticipated economic and interest rate conditions. Evaluation of these factors involves subjective estimates and judgments that may change over time. Additions to the allowance are recognized as expenses and are described as a "provision" for loan losses in Note 6.

**BENEFICIAL INTERESTS IN TRUSTS AND ENDOWMENTS HELD BY OTHERS**

The Board is the beneficiary of certain perpetual irrevocable trusts and endowments held and administered by other parties. The Board generally has the irrevocable right to receive the income earned on the underlying assets in perpetuity. The estimated fair value of such amounts is recognized as an asset and as permanently restricted contribution revenue at the date the Board becomes aware of the agreement. The Board's estimate of fair value is based on fair value information received from the other parties. The underlying assets are not subject to the Board's discretion or control. Gains and losses, which are not distributed, are reflected within "change in beneficial interest in trusts and endowments held by others" in the consolidated statements of activities.

**PROPERTY AND EQUIPMENT**

Property and equipment are stated at cost, if purchased, or estimated fair value on the date of donation, if donated. The Board uses the straight-line method of depreciating property and equipment over the estimated useful lives of the related assets.

**POSTRETIREMENT BENEFIT PLANS**

The Board provides postretirement healthcare and other benefits for retired employees. The Board accounts for the plans following guidance prescribed under U.S. GAAP.

**THE NORTH AMERICAN MISSION BOARD OF THE SOUTHERN BAPTIST CONVENTION, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 2 (CONTINUED)**

**INCOME TAXES**

The Board is exempt from federal income tax as an organization described in Section 501(c)(3) of the Internal Revenue Code and from state income tax pursuant to Georgia law. The Board is further classified as a public charity and not a private foundation for federal tax purposes. The Board has 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. The Board has not taken any material uncertain tax positions for which the associated tax benefits may not be recognized under accounting principles generally accepted in the United States of America.

**USE OF ESTIMATES**

Management uses estimates and assumptions in preparing the 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 related to the estimated fair values of investments, the collectibility of church loans, the useful lives of property and equipment, and the calculation of the accrued postretirement benefits liability. Actual results could differ from the estimates.

**RECLASSIFICATIONS**

Certain amounts have been reclassified in the Board's consolidated financial statements and footnotes as of and for the year ended September 30, 2015 to conform to classifications adopted during the year ended September 30, 2016.

**SUBSEQUENT EVENTS**

The Board has evaluated for possible financial reporting and disclosure subsequent events through February 1, 2017, the date as of which the consolidated financial statements were available to be issued.

**NOTE 3**  
**CONCENTRATIONS**

The Board maintains its cash and cash equivalents in deposit 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 Board has not experienced any losses in such accounts, and believes it is not exposed to any significant credit risk related to cash and cash equivalents.

During the years ended September 30, 2016 and 2015, the Board received approximately 86% and 87%, respectively, of its contribution revenue (including AAEO gifts, CP gifts, and other contributions) from the Executive Committee of the SBC.

**THE NORTH AMERICAN MISSION BOARD OF THE SOUTHERN BAPTIST CONVENTION, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 4**  
**INVESTMENTS**

Investments consisted of the following:

<b>September 30,</b>	<b>2016</b>	<b>2015</b>
Money market and similar funds	\$ 6,080,012	\$ 7,204,415
Common and preferred stocks	116,737,368	112,032,541
Mutual funds	50,340,123	45,096,906
Corporate debt securities	5,585,075	14,587,692
Government obligations	4,821,639	9,893,492
Church debt obligations	508,541	491,281
Nontraditional investments:		
Limited partnership interest	7,459,937	7,285,736
Pooled funds held by others and other investments	2,632,353	1,151,028
<b>Total investments</b>	<b>\$ 194,165,048</b>	<b>\$ 197,743,091</b>

Investments were held for the following purposes:

<b>September 30,</b>	<b>2016</b>	<b>2015</b>
Investments available for general operations	\$ 188,686,554	\$ 192,265,249
Investments restricted for long-term purposes	5,478,494	5,477,842
<b>Total investments</b>	<b>\$ 194,165,048</b>	<b>\$ 197,743,091</b>

Investments restricted for long-term purposes are restricted pursuant to the endowment agreements to which they relate.

**NOTE 5**  
**FAIR VALUE OF FINANCIAL INSTRUMENTS**

U.S. 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, U.S. 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 NORTH AMERICAN MISSION BOARD OF THE SOUTHERN BAPTIST CONVENTION, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 5 (CONTINUED)**

The estimated fair value of the Board's investments valued using Level 1 inputs is based on unadjusted quoted market prices within active markets. The estimated fair value of church debt obligations valued using Level 3 inputs is based on information provided by a certain Baptist foundation. The estimated fair value of the Board's limited partnership interest valued using Level 3 inputs consists of a pooled fund which invests primarily in short-term deposits of various financial institutions. This investment can be liquidated at an amount approximating carrying value in the near-term with proper notice. The estimated fair value of investments in pooled funds held by others and other investments valued using Level 3 inputs is based on information provided by the investment custodians which consist of state Baptist foundations and other financial institutions.

Beneficial interests in trusts and endowments held by others are administered primarily by state Baptist foundations. The estimated fair value of the Board's beneficial interest in trusts and endowments held by others valued using Level 3 inputs is based on amounts provided by the Baptist foundations, and in some cases, banks or other financial institutions. The estimated fair value of beneficial interests in trusts and endowments held by others is measured as of June 30. There were no significant changes to the estimated fair value between July 1 and September 30 of each fiscal year-end.

Because the fair value estimates for assets made using Level 2 or Level 3 inputs involve a greater element of subjectivity than do determinations made using Level 1 inputs, it is possible that the actual value of such assets may differ significantly from the estimated amounts.

Estimated fair value of certain assets measured on a recurring basis at September 30, 2016 are as follows:

	<b>Total</b>	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>
Common and preferred stocks	\$ 116,737,368	\$ 116,737,368	\$ —	\$ —
Mutual funds	50,340,123	50,340,123	—	—
Corporate debt securities	5,585,075	5,585,075	—	—
Government obligations	4,821,639	4,821,639	—	—
Church debt obligations	508,541	—	—	508,541
Nontraditional investments:				
Limited partnership interest	7,459,937	—	—	7,459,937
Pooled funds held by others and other investments	2,632,353	—	—	2,632,353
Beneficial interest in trusts and endowments held by others	43,954,194	—	—	43,954,194
<b>Total</b>	<b>\$ 232,039,230</b>	<b>\$ 177,484,205</b>	<b>\$ —</b>	<b>\$ 54,555,025</b>

Estimated fair value of certain assets measured on a recurring basis at September 30, 2015 are as follows:

	<b>Total</b>	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>
Common and preferred stocks	\$ 112,032,541	\$ 112,032,541	\$ —	\$ —
Mutual funds	45,096,906	45,096,906	—	—
Corporate debt securities	14,587,692	14,587,692	—	—
Government obligations	9,893,492	9,893,492	—	—
Church debt obligations	491,281	—	—	491,281
Nontraditional investments:				
Limited partnership interest	7,285,736	—	—	7,285,736
Pooled funds held by others and other investments	1,151,028	—	—	1,151,028
Beneficial interest in trusts and endowments held by others	45,054,205	—	—	45,054,205
<b>Total</b>	<b>\$ 235,592,881</b>	<b>\$ 181,610,631</b>	<b>\$ —</b>	<b>\$ 53,982,250</b>

The activity for Level 3 assets was immaterial for the years ended September 30, 2016 and 2015.

**THE NORTH AMERICAN MISSION BOARD OF THE SOUTHERN BAPTIST CONVENTION, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 6**  
**CHURCH LOANS, NET**

*Loan Balances Stratified by Principal Amount*

As of September 30, 2016, the Board had approximately 250 loans with balances as follows:

<b>Loan Balance</b>	<b>Number of Loans</b>		<b>Principal Outstanding</b>	<b>Percent of Loan Portfolio</b>
Less than \$250,000	151	\$	15,196,122	15%
\$250,000 - \$499,999	40		14,421,473	14%
\$500,000 - \$999,999	32		24,060,011	23%
\$1,000,000 - \$1,999,999	19		25,531,803	24%
\$2,000,000 or more	8		25,632,027	24%
	250	\$	104,841,436	100%

As of September 30, 2015, the Board had approximately 260 loans with balances as follows:

<b>Loan Balance</b>	<b>Number of Loans</b>		<b>Principal Outstanding</b>	<b>Percent of Loan Portfolio</b>
Less than \$250,000	164	\$	16,820,436	16%
\$250,000 - \$499,999	38		13,854,876	14%
\$500,000 - \$999,999	31		23,066,861	22%
\$1,000,000 - \$1,999,999	18		23,796,872	23%
\$2,000,000 or more	9		25,896,935	25%
	260	\$	103,435,980	100%

*Geographic Concentrations of Loans*

As of September 30, 2016, aggregate loans of at least five percent of total balances are due from churches based in the following states:

<b>State</b>	<b>Number of Loans</b>		<b>Principal Outstanding</b>	<b>Percent of Loan Portfolio</b>
California	62	\$	29,898,568	29%
Arizona	25		10,962,317	10%
Ohio	22		7,366,732	7%
Colorado	6		6,945,936	7%
Georgia	9		5,602,715	5%
	124	\$	60,776,268	58%

As of September 30, 2015, aggregate loans of at least five percent of total balances are due from churches based in the following states:

<b>State</b>	<b>Number of Loans</b>		<b>Principal Outstanding</b>	<b>Percent of Loan Portfolio</b>
California	68	\$	27,014,883	26%
Georgia	14		10,311,473	10%
Arizona	22		8,502,659	8%
Ohio	25		8,306,928	8%
Colorado	7		6,134,781	6%
Indiana	13		5,301,228	5%
	149	\$	65,571,952	63%



**THE NORTH AMERICAN MISSION BOARD OF THE SOUTHERN BAPTIST CONVENTION, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 6 (CONTINUED)**

During the years ended September 30, 2016 and 2015, the Board sold church loans with an outstanding principal balance of approximately \$4,400,000 and \$4,000,000, respectively, to an unrelated third party. The amount of the proceeds received approximated the net carrying value of the underlying loans at the date of the sale.

*Delinquent Loans*

As of September 30, 2016 and 2015, loans with outstanding principal balances of \$663,089 and \$701,798, respectively, were classified as delinquent.

*Impaired Loans*

As of September 30, 2016 and 2015, the Board held no outstanding loans that were considered impaired.

*Allowance for Loan Losses*

Allowance for credit losses and recorded investment in church loans during the year ended September 30, 2016 were approximately as follows:

	Year Ended September 30, 2016
<b>Allowance for credit losses</b>	
Beginning Balance	\$ 2,525,000
Charge-offs	—
Recoveries	—
Provision (reduction)	96,000
Ending Balance	<u>\$ 2,621,000</u>
Ending Balance individually evaluated for impairment	<u>\$ 1,306,000</u>
Ending Balance collectively evaluated for impairment	<u>\$ 1,315,000</u>

Allowance for credit losses and recorded investment in church loans during the year ended September 30, 2015 were approximately as follows:

	Year Ended September 30, 2015
<b>Allowance for credit losses</b>	
Beginning Balance	\$ 4,880,000
Charge-offs	(2,280,000)
Recoveries	—
Provision (reduction)	(75,000)
Ending Balance	<u>\$ 2,525,000</u>
Ending Balance individually evaluated for impairment	<u>\$ 1,090,000</u>
Ending Balance collectively evaluated for impairment	<u>\$ 1,435,000</u>

**THE NORTH AMERICAN MISSION BOARD OF THE SOUTHERN BAPTIST CONVENTION, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 6 (CONTINUED)**

*Loan Performance*

Credit risk profile based on payment activity as of September 30, 2016:

	Principal Balance
Performing loans	\$ 104,178,347
Non-performing loans *	663,089
<b>Total</b>	<b>\$ 104,841,436</b>

\* Loans 90 days past due or more, last evaluated as of September 30, 2016

Credit risk profile based on payment activity as of September 30, 2015:

	Principal Balance
Performing loans	\$ 102,734,182
Non-performing loans *	701,798
<b>Total</b>	<b>\$ 103,435,980</b>

\* Loans 90 days past due or more, last evaluated as of September 30, 2015

*Age of Delinquent Loans*

Age analysis of delinquent loan balances as of September 30, 2016:

	90-179 Days Past Due	180-365 Days Past Due	More than 365 Days Past Due	Total Delinquent
Principal Balance	\$ 170,309	\$ —	\$ 492,780	\$ 663,089

Age analysis of delinquent loan balances as of September 30, 2015:

	90-179 Days Past Due	180-365 Days Past Due	More than 365 Days Past Due	Total Delinquent
Principal Balance	\$ 193,868	\$ —	\$ 507,930	\$ 701,798

As of September 30, 2016, loans with principal balances of \$90,361 were past due 30-89 days. As of September 30, 2015, loans with principal balances of \$129,813 were past due 30-89 days.

*Troubled Debt Restructuring*

During the years ended September 30, 2016 and 2015, the Board restructured troubled debts with an aggregate principal amount of approximately \$1,137,000 and \$1,149,000, respectively, reducing the contractual monthly payments for periods ranging from 3 to 11 months, respectively. This modification had a minimal impact in the loan portfolio yield.

**NOTE 7**  
**PROPERTY AND EQUIPMENT**

Property and equipment consisted of the following:

<b>September 30,</b>	<b>2016</b>	<b>2015</b>
Land	\$ 6,282,621	\$ 4,246,144
Buildings and building improvements	42,279,438	35,349,295
Equipment, furniture and fixtures, and vehicles	5,326,150	4,400,654
Computer equipment & software	8,243,807	3,720,965
Construction in progress	1,801,102	52,351
Total	63,933,118	47,769,409
Less: Accumulated depreciation	(22,068,439)	(21,010,549)
<b>Net property and equipment</b>	<b>\$ 41,864,679</b>	<b>\$ 26,758,860</b>

**THE NORTH AMERICAN MISSION BOARD OF THE SOUTHERN BAPTIST CONVENTION, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 7 (CONTINUED)**

Depreciation expense amounted to \$2,684,381 and \$2,159,822 during the years ended September 30, 2016 and 2015, respectively.

**NOTE 8**  
**OTHER ASSETS**

Other assets consisted of the following:

<b>September 30,</b>	<b>2016</b>	<b>2015</b>
Accounts receivable, net	\$ 3,353,849	\$ 3,349,143
Inventories	391,403	366,518
Prepaid expenses	763,159	293,056
Contributions receivable from remainder interest trusts	233,738	304,536
<b>Total</b>	<b>\$ 4,742,149</b>	<b>\$ 4,313,253</b>

**NOTE 9**  
**POSTRETIREMENT BENEFIT PLAN**

The Board provides health care and other benefits to substantially all retired employees, all retired missionaries, and their eligible dependents. The Board accrues the costs of such benefits during the periods employees provide service to the Board. The Board uses census data as of June 30 to measure the year-end liability and to determine the related footnote disclosures. There were no material changes in the census data from the period July 1 through September 30. There are no plan assets for the Board's postretirement benefit plans, as postretirement benefits are funded by the Board when claims are made.

A summary of changes to the accumulated postretirement benefit obligation is as follows:

<b>For the year ended September 30,</b>	<b>2016</b>	<b>2015</b>
Accumulated benefit obligation, beginning of year	\$ 58,635,705	\$ 60,162,638
Service cost	247,693	241,727
Interest cost	2,110,825	2,130,916
Actuarial loss (gain)	325,074	(1,612,039)
Change in actuarial assumptions	4,494,555	2,516,193
Benefits paid	(4,121,962)	(4,803,730)
<b>Accumulated benefit obligation, end of year</b>	<b>\$ 61,691,890</b>	<b>\$ 58,635,705</b>

Components of the accumulated postretirement benefit obligation that have not been recognized as periodic benefit cost include the following:

<b>September 30,</b>	<b>2016</b>	<b>2015</b>
Unrecognized actuarial loss/ net loss	\$ 26,327,341	\$ 24,616,273
Unrecognized 2004 plan amendment	(4,263,338)	(5,802,450)
Unrecognized 2013 plan amendment/prior service cost	(33,211,093)	(37,843,045)
	<b>\$ (11,147,090)</b>	<b>\$ (19,029,222)</b>

**THE NORTH AMERICAN MISSION BOARD OF THE SOUTHERN BAPTIST CONVENTION, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 9 (CONTINUED)**

Components of net periodic postretirement benefit cost are as follows:

<b>For the year ended September 30,</b>	<b>2016</b>	<b>2015</b>
Service cost	\$ 247,693	\$ 241,727
Interest cost	2,110,825	2,130,916
Amortization of actuarial loss	3,108,561	3,697,368
Amortization of 2004 plan amendment	(1,539,112)	(1,539,112)
Amortization of 2013 plan amendment	(4,631,952)	(4,631,952)
	<b>\$ (703,985)</b>	<b>\$ (101,053)</b>

Postretirement benefit-related changes other than net periodic postretirement benefit cost recognized in the consolidated statements of activities consist of the following:

<b>For the year ended September 30,</b>	<b>2016</b>	<b>2015</b>
<b>Amounts recognized during the period:</b>		
Actuarial loss (gain)	\$ 325,074	\$ (1,612,039)
Change in actuarial assumptions	4,494,555	2,516,193
<b>Amounts reclassified to net periodic benefit cost:</b>		
Amortization of actuarial loss	(3,108,561)	(3,697,368)
Amortization of 2004 and 2013 plan amendments	6,171,064	6,171,064
	<b>\$ 7,882,132</b>	<b>\$ 3,377,850</b>

Estimated amounts that will be amortized in the year ending September 30, 2017 from unrecognized plan amendment gain and unrecognized actuarial loss and recognized as components of net periodic benefit cost are as follows:

<b>Amortized Amounts</b>	<b>2016</b>
2004 plan amendment	\$ (1,539,112)
2013 plan amendment	\$ (4,631,952)
Actuarial loss	\$ 3,108,561

The discount rate used to determine the accumulated postretirement benefit obligation and the net periodic postretirement benefit cost as of and for the years ended September 30, 2016 and 2015 was 3.00% and 3.75%, respectively.

The Board assumed a 7.60% and 11.60% cost trend rate for pre-Medicare retirees for the medical and prescription drug components, respectively, decreasing to 4.75% and 5.25%, respectively, by the year ended September 30, 2025 and thereafter, to determine the accumulated postretirement benefit obligation. Additionally, the Board assumed a constant 4.30% cost rate for post-Medicare retirees for the medical component and a 9.90% cost trend rate decreasing to 5.25% for the prescription drug component, by the year ended September 30, 2025 and thereafter, to determine the accumulated postretirement benefit obligation.

A one percentage point increase or decrease in the assumed healthcare cost trend rates for each future year would have an immaterial impact on the accumulated postretirement benefit obligation at September 30, 2016 and 2015 and the estimated service and interest components of the postretirement benefit costs for the years ended September 30, 2016 and 2015.

**THE NORTH AMERICAN MISSION BOARD OF THE SOUTHERN BAPTIST CONVENTION, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 9 (CONTINUED)**

The postretirement health care and other benefits estimated to be paid over the next 10 years are approximately as follows:

<b>Year</b>	
2017	\$ 4,802,000
2018	\$ 4,662,000
2019	\$ 4,509,000
2020	\$ 4,391,000
2021	\$ 4,191,000
2022 through 2026	\$ 18,809,000

The expected benefits are based on the same assumptions used to measure the benefit obligation and include estimated future employee service. Because the plans are funded as claims are made, the expected employer contribution for the year ending September 30, 2017 is \$4,802,000.

**NOTE 10**  
**NET ASSETS**

Unrestricted net assets were designated in the approximate following amounts:

<b>September 30,</b>	<b>2016</b>	<b>2015</b>
Church loans	\$ 102,200,000	\$ 100,900,000
Operating contingency	59,800,000	60,800,000
Property and equipment	41,900,000	26,800,000
Missionary housing	39,000,000	49,197,000
Healthcare	10,000,000	10,000,000
Send North America	8,750,000	10,900,000
Board approved projects	3,892,000	3,000,000
<b>Total</b>	<b>\$ 265,542,000</b>	<b>\$ 261,597,000</b>

Net assets were temporarily restricted for the following purposes during the year ended September 30, 2016:

	<b>Balance October 1, 2015</b>	<b>Contributions</b>	<b>Investment income, net</b>	<b>Releases</b>	<b>Balance September 30, 2016</b>
Scholarships and other	\$ 3,864,537	\$ 1,234,804	\$ 786,859	\$ (1,769,723)	\$ 4,116,477
Disaster relief	790,440	592,878	—	(285,599)	1,097,719
Hunger relief	235,347	251,184	—	(235,347)	251,184
Contributions receivable from remainder interest trusts	304,536	—	(70,798)	—	233,738
<b>Total</b>	<b>\$ 5,194,860</b>	<b>\$ 2,078,866</b>	<b>\$ 716,061</b>	<b>\$ (2,290,669)</b>	<b>\$ 5,699,118</b>

**THE NORTH AMERICAN MISSION BOARD OF THE SOUTHERN BAPTIST CONVENTION, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 10 (CONTINUED)**

Net assets were temporarily restricted for the following purposes during the year ended September 30, 2015:

	Balance October 1, 2014	Contributions	Investment loss, net	Releases	Balance September 30, 2015
Scholarships and other	\$ 3,553,535	\$ 1,747,997	\$ (68,455)	\$ (1,368,540)	\$ 3,864,537
Disaster relief	1,479,958	437,732	—	(1,127,250)	790,440
Hunger relief	—	235,347	—	—	235,347
Contributions receivable from remainder interest trusts	321,966	—	(17,430)	—	304,536
<b>Total</b>	<b>\$ 5,355,459</b>	<b>\$ 2,421,076</b>	<b>\$ (85,885)</b>	<b>\$ (2,495,790)</b>	<b>\$ 5,194,860</b>

Net assets were permanently restricted as follows:

<b>September 30,</b>	<b>2016</b>	<b>2015</b>
Beneficial interest in trusts and endowments held by others	<b>\$ 43,954,194</b>	\$ 45,054,205
Endowments	<b>5,478,494</b>	5,477,842
<b>Total</b>	<b>\$ 49,432,688</b>	\$ 50,532,047

Earnings from permanently restricted net assets are primarily available to support the general purposes of the Board. The Board preserves the estimated fair value of all original endowment gifts as of the gift date, which management deems is in compliance with state law. Accordingly, the Board classifies as “permanently restricted net assets” (a) the original value of gifts donated to the permanent endowment and (b) the original value of subsequent gifts to the permanent endowment. The Board has adopted an investment policy for endowment assets that attempts to provide a predictable stream of funding to supported programs while seeking to maintain the purchasing power of the endowment assets and to preserve the invested capital. The Board seeks the advice of investment counsel, as well as management and certain committees of the Board, when determining amounts to be spent on supported programs. The Board periodically makes distributions (in accordance with its spending policies) for use in furthering its exempt purpose.

**NOTE 11**  
**EMPLOYEE BENEFIT PLANS**

**HEALTH BENEFIT PLAN**

The Board provides medical benefits under a partially self-funded plan and a reinsurance contract with an insurance company for stop-loss coverage. Medical benefits are provided to all eligible participants (including employees and missionaries) and their dependents. Total medical claims incurred during the years ended September 30, 2016 and 2015 were approximately \$10,152,000 and \$12,490,000. Claims incurred but not reported or paid at year end were estimated to be approximately \$908,000 and \$860,000 as of September 30, 2016 and 2015 and are included within “accounts payable and accrued expenses” on the consolidated statements of financial position.

**THE NORTH AMERICAN MISSION BOARD OF THE SOUTHERN BAPTIST CONVENTION, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 11 (CONTINUED)**

**RETIREMENT PLAN**

The Board maintains a 403(b) retirement plan ("the Plan") through GuideStone Financial Resources of the Southern Baptist Convention. Employees are eligible to participate upon meeting the eligibility requirements described in the Plan document. Eligible employees may make tax-deferred contributions to the Plan. The Plan requires the employer to make contributions of 10% of the base compensation of participating employees. The Plan also allows for employer discretionary matching contributions. Employees are 100% vested in employer contributions. The Board contributed approximately \$2,982,000 and \$2,287,000 to the Plan during the years ended September 30, 2016 and 2015, respectively.

**NOTE 12**  
**COMMITMENTS**

The Board has two revolving lines of credit with two financial institutions, one for \$5,000,000 and the other for \$10,000,000. Outstanding amounts under the lines of credit, if any, are secured by certain assets held by the financial institutions. With respect to the \$5,000,000 line of credit, interest on the outstanding principal balance is payable monthly at the one-month LIBOR plus 1.25% per annum. With respect to the \$10,000,000 line of credit, interest on the outstanding principal balance is payable monthly at a corresponding index (as further defined in the line of credit agreement) plus 2.25% per annum. As of September 30, 2016, there were no amounts outstanding under these lines of credit.

As of September 30, 2016, the Board has committed to loan approximately \$5,538,000 to nine churches. In addition, the Board has construction loans and holdbacks with five churches with approximately \$816,000 in undistributed funds. Such commitments are made to accommodate the needs of the qualified churches. The credit risk associated with these commitments is essentially the same as that involved in extending loans to churches and is subject to the Board's normal credit policies and terms. Collateral for the loans does or will consist of church real estate.



## **SUPPLEMENTAL INFORMATION**

THE NORTH AMERICAN MISSION BOARD OF THE SOUTHERN BAPTIST CONVENTION, INC.

**SUPPLEMENTAL SCHEDULE OF REVENUE ANALYSIS BY REGION (Unaudited)**

For The Year Ended September 30, 2016

	Cooperative Program	Annie Armstrong Easter Offering™	Undesignated	Hunger Designated	Disaster Relief Designated	Other Designated
Alabama	\$ 4,016,487	\$ 6,137,026	\$ 248,790	\$ 101,836	\$ 46,328	\$ 434,687
Alaska	58,106	77,355	1,325	1,464	3,250	52,054
Arizona	199,972	428,601	5,094	3,288	11,670	392,433
Arkansas	2,015,391	2,247,148	134,351	29,026	9,743	414,480
California	514,532	806,278	33,931	7,612	32,205	583,827
Colorado	132,014	250,152	11,513	149	10,405	325,496
Dakota	4,593	45,779	210	267	1,930	6,175
District of Columbia	18,532	4,874	925	2,346	16,978	6,460
Florida	3,395,296	2,620,789	206,929	26,447	97,973	442,933
Georgia	3,933,812	5,559,037	598,702	64,282	103,256	909,979
Hawaii	56,341	37,656	—	3,831	350	11,824
Illinois	545,648	800,968	3,278	24,396	9,472	76,583
Indiana	202,339	357,130	6,284	5,190	19,744	242,599
Iowa	66,070	63,406	—	1,501	7,000	10,382
Kansas/Nebraska	146,401	356,454	24,097	3,830	31,018	71,315
Kentucky	2,364,788	2,463,859	264,946	51,538	17,169	328,761
Louisiana	1,724,396	1,900,098	103,653	27,018	335,758	240,074
Maryland/Delaware	353,043	488,340	82,131	8,086	21,166	217,346
Michigan	70,438	135,208	670	4,914	10,215	53,362
Minnesota/Wisconsin	21,447	78,531	3,552	1,186	725	52,486
Mississippi	2,711,592	3,930,233	130,759	38,207	42,163	457,033
Missouri	1,386,444	2,218,614	121,900	45,707	20,076	166,093
Montana	33,749	90,810	200	849	315	26,030
Nevada	120,106	83,713	225	2,413	11,094	40,443
New England	31,730	139,749	(8,378)	1,456	7,090	217,411
New Mexico	203,669	379,630	31,705	8,240	25,538	68,812
New York	44,547	122,926	10,031	733	2,460	184,103
North Carolina	2,602,079	6,249,589	93,299	61,335	57,596	545,479
Northwest	174,363	257,128	4,024	7,591	6,733	111,518
Ohio	391,636	545,445	23,987	2,598	24,399	144,097
Oklahoma	2,324,343	1,894,910	164,193	26,211	17,468	496,446
Pennsylvania/S Jersey	48,649	114,185	10,143	1,548	19,439	166,159
South Carolina	2,637,207	3,667,762	83,742	85,307	50,477	310,438
Tennessee	3,478,812	4,709,925	868,556	156,667	91,997	466,203
Texas-BGCT	2,396,655	3,687,621	242,365	3,066	15,797	514,463
Texas-SBTC	3,621,803	3,224,316	694,233	21,482	78,512	813,771
Utah/Idaho	38,026	108,250	2,051	1,661	18,890	55,894
Virginia-BGAV	199,595	1,122,126	21,617	190	52,068	65,302
Virginia-SBCV	988,298	1,165,074	82,979	16,324	24,183	200,713
West Virginia	106,046	162,968	1,000	2,729	2,975	36,457
Wyoming	27,745	56,612	125	1,045	2,100	13,524
Canada	—	60,813	—	—	20	12,550
Caribbean	1,095	723	700	—	—	1,096
Miscellaneous	1,199,148	8,743	30,584	—	20,813	1,367,001
<b>Total Revenue</b>	<b>\$ 44,606,983</b>	<b>\$ 58,860,554</b>	<b>\$ 4,340,421</b>	<b>\$ 853,566</b>	<b>\$ 1,378,558</b>	<b>\$ 11,354,292</b>
Received through						
Executive Committee	\$ 44,606,983	\$ 56,056,232	\$ 1,382,873	\$ 711,955	\$ 46,842	\$ 231,770
Received directly	—	2,804,322	2,957,548	141,611	1,331,716	11,122,522
<b>Total Revenue</b>	<b>\$ 44,606,983</b>	<b>\$ 58,860,554</b>	<b>\$ 4,340,421</b>	<b>\$ 853,566</b>	<b>\$ 1,378,558</b>	<b>\$ 11,354,292</b>

**THE NORTH AMERICAN MISSION BOARD OF THE SOUTHERN BAPTIST CONVENTION, INC.**  
**SUPPLEMENTAL SCHEDULE OF REVENUE ANALYSIS BY REGION (Unaudited)**  
**For The Year Ended September 30, 2015**

	Cooperative Program	Annie Armstrong Easter Offering™	Undesignated	Hunger Designated	Disaster Relief Designated	Other Designated
Alabama	\$ 3,959,922	\$ 6,123,696	\$ 210,704	\$ 106,737	\$ 8,167	\$ 347,883
Alaska	51,124	81,018	1,600	470	—	26,280
Arizona	198,415	397,670	4,812	3,865	8,097	363,278
Arkansas	2,022,193	2,183,809	88,996	33,309	3,607	461,678
California	505,011	724,545	27,842	11,935	19,429	502,885
Colorado	115,425	253,431	3,950	25	3,016	280,621
Dakota	15,388	45,730	510	335	200	3,325
District of Columbia	2,703	4,286	928	1,771	550,100	2,434
Florida	2,711,169	2,714,535	128,232	29,883	20,015	700,822
Georgia	3,765,284	5,208,309	669,799	78,880	19,455	929,793
Hawaii	68,975	85,846	—	6,330	200	5,911
Illinois	543,092	754,925	9,965	22,657	1,935	61,079
Indiana	207,363	326,422	5,588	6,355	3,379	256,104
Iowa	48,569	65,241	120	2,135	125	7,883
Kansas/Nebraska	143,021	381,791	15,507	4,815	4,076	70,891
Kentucky	2,314,240	2,358,472	161,601	55,110	10,991	244,480
Louisiana	1,747,297	2,131,674	338,840	88,770	3,385	166,195
Maryland/Delaware	383,277	495,046	49,641	9,417	4,679	200,926
Michigan	78,220	149,290	1,670	3,779	1,525	45,441
Minnesota/Wisconsin	16,443	70,789	150	1,203	—	50,513
Mississippi	2,671,564	3,715,576	160,744	43,136	5,208	435,433
Missouri	1,332,300	2,191,901	139,780	41,364	2,945	177,802
Montana	31,818	86,736	510	1,601	—	31,281
Nevada	101,549	65,036	15,460	3,331	2,067	37,511
New England	25,597	133,582	8,393	2,164	887	172,029
New Mexico	183,987	381,340	37,238	8,472	11,170	65,353
New York	45,612	148,527	2,976	1,494	1,375	90,119
North Carolina	2,439,580	6,092,467	81,374	63,659	6,055	479,326
Northwest	167,000	257,381	4,599	5,849	7,959	38,096
Ohio	337,160	503,232	17,570	2,201	2,990	144,456
Oklahoma	2,313,961	1,971,128	168,118	27,544	1,303	529,818
Pennsylvania/S Jersey	47,663	136,912	10,519	1,800	15,734	195,172
South Carolina	2,605,709	3,554,729	85,850	99,865	6,224	272,158
Tennessee	3,263,432	4,357,574	543,209	55,350	4,117	460,963
Texas-BGCT	2,471,222	4,234,225	452,626	6,691	16,843	1,015,133
Texas-SBTC	3,569,738	2,965,674	436,291	21,301	16,843	681,800
Utah/Idaho	35,676	114,741	752	3,865	1,389	41,043
Virginia-BGAV	277,946	1,232,652	260,479	4	3,775	106,355
Virginia-SBCV	927,031	1,015,281	257,900	14,102	3,775	106,355
West Virginia	103,036	145,699	1,025	2,614	—	12,372
Wyoming	31,320	54,024	235	1,211	1,412	14,223
Canada	—	82,331	6,260	—	—	14,280
Caribbean	1,445	12,749	4,340	—	—	—
Miscellaneous	1,228,140	9,352	42,020	388	1,058	206,743
<b>Total Revenue</b>	<b>\$ 43,109,617</b>	<b>\$ 58,019,374</b>	<b>\$ 4,458,723</b>	<b>\$ 875,787</b>	<b>\$ 775,510</b>	<b>\$ 10,056,243</b>
Received through						
Executive Committee	\$ 43,109,617	\$ 55,636,183	\$ 1,393,448	\$ 778,652	\$ 5,672	\$ 537,680
Received directly	—	2,383,191	3,065,275	97,135	769,838	9,518,563
<b>Total Revenue</b>	<b>\$ 43,109,617</b>	<b>\$ 58,019,374</b>	<b>\$ 4,458,723</b>	<b>\$ 875,787</b>	<b>\$ 775,510</b>	<b>\$ 10,056,243</b>



# THE NORTH AMERICAN MISSION BOARD OF THE SOUTHERN BAPTIST CONVENTION, INC.

## CONSOLIDATED FINANCIAL STATEMENTS

FOR THE YEARS ENDED SEPTEMBER 30, 2017 AND 2016



## REPORT OF INDEPENDENT AUDITOR

### *The Board of Trustees*

*The North American Mission Board of the Southern Baptist Convention, Inc.  
Alpharetta, Georgia*

We have audited the accompanying consolidated financial statements of **The North American Mission Board of the Southern Baptist Convention, Inc.** ("the Board"), which comprise the consolidated statements of financial position as of September 30, 2017 and 2016, 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 Board'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 Board'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 North American Mission Board of the Southern Baptist Convention, Inc. as of September 30, 2017 and 2016, 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.

### **Report on Supplementary Information**

Our audits were conducted for the purpose of forming an opinion on the consolidated financial statements taken as a whole. The accompanying Supplemental Schedule of Revenue Analysis by Region (Unaudited) for the years ended September 30, 2017 and 2016 are presented for purposes of additional analysis and are not a required part of the consolidated financial statements. Such information is the responsibility of management and has not been subjected to the auditing procedures applied in the audits of the basic consolidated financial statements, and accordingly, we express no opinion on it.

*Batts Morrison Wales & Lee, P.A.*

BATT MORRISON WALES & LEE, P.A.

Orlando, Florida  
February 2, 2018

BATT MORRISON WALES & LEE, P.A. • CERTIFIED PUBLIC ACCOUNTANTS

THE NORTH AMERICAN MISSION BOARD OF THE SOUTHERN BAPTIST CONVENTION, INC.

**Consolidated Statements of Financial Position**

<b>September 30,</b>	<b>2017</b>	<b>2016</b>
<b>Assets</b>		
Cash and cash equivalents	\$ 29,841,181	\$ 1,384,681
Investments	176,794,168	188,686,554
Investments restricted for long-term purposes	5,479,195	5,478,494
Church loans, net	97,574,271	102,220,114
Beneficial interest in trusts and endowments held by others	45,783,141	43,954,194
Property and equipment, net	62,114,227	41,864,679
Other assets, net	6,379,330	4,742,149
<b>Total assets</b>	<b>\$ 423,965,513</b>	<b>\$ 388,330,865</b>
<b>Liabilities</b>		
Accounts payable and accrued expenses	\$ 8,690,098	\$ 5,965,442
Accrued postretirement benefit obligation	54,648,793	61,691,890
<b>Total liabilities</b>	<b>63,338,891</b>	<b>67,657,332</b>
<b>Net assets</b>		
Unrestricted	299,096,701	265,541,727
Temporarily restricted	10,267,585	5,699,118
Permanently restricted	51,262,336	49,432,688
<b>Total net assets</b>	<b>360,626,622</b>	<b>320,673,533</b>
<b>Total liabilities and net assets</b>	<b>\$ 423,965,513</b>	<b>\$ 388,330,865</b>

**THE NORTH AMERICAN MISSION BOARD OF THE SOUTHERN BAPTIST CONVENTION, INC.**

**Consolidated Statements of Activities**

<b>For The Year Ended September 30,</b>	<b>2017</b>	<b>2016</b>
<b>Change in unrestricted net assets</b>		
Public support and revenue:		
Annie Armstrong Easter Offering™	\$ 59,668,080	\$ 58,860,554
Cooperative program	44,644,865	44,606,983
Investment income	25,790,117	13,875,876
Contributions	20,192,677	14,523,181
Interest on church loans	4,936,367	4,673,474
Other	2,498,290	2,143,337
Total public support and revenue	<b>157,730,396</b>	<b>138,683,405</b>
Net assets released from restrictions:		
Satisfaction of time and use restrictions	<b>2,859,569</b>	<b>2,290,669</b>
Total public support and revenue and net assets released from restrictions	<b>160,589,965</b>	<b>140,974,074</b>
Expenses:		
Program activities:		
Church planting	69,681,886	67,008,360
Evangelization	12,316,838	12,260,691
Mission education and opportunities	10,238,470	9,295,674
Relief ministries	8,812,524	5,306,579
Sending missionaries	7,550,248	14,434,292
Leadership development	1,552,041	2,044,428
Total program activities	<b>110,152,007</b>	<b>110,350,024</b>
Supporting activities:		
General and administrative	16,872,314	17,273,633
Fund raising	2,047,352	1,523,769
Total supporting activities	<b>18,919,666</b>	<b>18,797,402</b>
Total expenses	<b>129,071,673</b>	<b>129,147,426</b>
Change in unrestricted net assets before other changes - postretirement benefit plan	<b>31,518,292</b>	<b>11,826,648</b>
Postretirement benefit change other than periodic postretirement benefit cost	<b>2,036,682</b>	<b>(7,882,132)</b>
Change in unrestricted net assets	<b>33,554,974</b>	<b>3,944,516</b>
<b>Change in temporarily restricted net assets</b>		
Contributions	6,621,706	2,078,866
Investment income	806,330	716,061
Net assets released from restrictions	(2,859,569)	(2,290,669)
Change in temporarily restricted net assets	<b>4,568,467</b>	<b>504,258</b>
<b>Change in permanently restricted net assets</b>		
Change in beneficial interest in trusts and endowments held by others	1,828,947	(1,100,011)
Contributions	701	652
Change in permanently restricted net assets	<b>1,829,648</b>	<b>(1,099,359)</b>
<b>CHANGE IN NET ASSETS</b>	<b>39,953,089</b>	<b>3,349,415</b>
<b>Net assets - Beginning of year</b>	<b>320,673,533</b>	<b>317,324,118</b>
<b>Net assets - End of year</b>	<b>\$ 360,626,622</b>	<b>\$ 320,673,533</b>



**THE NORTH AMERICAN MISSION BOARD OF THE SOUTHERN BAPTIST CONVENTION, INC.**

**Consolidated Statements of Cash Flows**

<b>For The Year Ended September 30,</b>	<b>2017</b>	<b>2016</b>
<b>Operating cash flows</b>		
Cash received from Annie Armstrong Easter Offering™	\$ 59,668,080	\$ 58,860,554
Cash received from cooperative program	43,241,244	44,531,917
Cash received from contributions	22,613,874	16,602,047
Interest received on church loans	4,936,367	4,673,474
Dividend and interest income	2,152,527	2,937,980
Cash received from other activities	2,300,138	2,143,337
Cash paid for operating activities and costs	(130,719,241)	(132,553,295)
<b>Net operating cash flows</b>	<b>4,192,989</b>	<b>(2,803,986)</b>
<b>Investing cash flows</b>		
Purchases of investments	(41,407,860)	(56,360,004)
Proceeds from sales of investments	77,744,166	71,592,656
Net investment in assets restricted for long-term purposes	(701)	(652)
Loans made to churches	(9,374,144)	(17,926,231)
Principal payments received on church loans	14,019,987	12,198,522
Proceeds from sales of church loans	—	4,417,651
Proceeds from sales of property and equipment	1,491,093	—
Purchases of and improvements to property and equipment	(18,209,731)	(18,064,629)
<b>Net investing cash flows</b>	<b>24,262,810</b>	<b>(4,142,687)</b>
<b>Financing cash flows</b>		
Proceeds from contributions restricted for long-term investment	701	652
Proceeds from draws on line of credit	34,943,000	35,780,292
Repayments of amounts drawn on line of credit	(34,943,000)	(35,780,292)
<b>Net financing cash flows</b>	<b>701</b>	<b>652</b>
<b>Net change in cash and cash equivalents</b>	<b>28,456,500</b>	<b>(6,946,021)</b>
<b>Cash and cash equivalents - Beginning of year</b>	<b>1,384,681</b>	<b>8,330,702</b>
<b>Cash and cash equivalents - End of year</b>	<b>\$ 29,841,181</b>	<b>\$ 1,384,681</b>
<b>Reconciliation of change in net assets to net operating cash flows</b>		
Change in net assets	\$ 39,953,089	\$ 3,349,415
Adjustments to reconcile change in net assets to net operating cash flows:		
Depreciation	3,562,120	2,684,381
Noncash donation of property	(4,200,509)	—
Net gain on investments	(24,443,920)	(11,653,957)
Gain on sales of property and equipment	(198,152)	—
Change in value of beneficial interests in trusts held by others	(1,828,947)	1,100,011
Proceeds from contributions restricted for long-term investment	(701)	(652)
Change in other assets, net	(1,637,181)	(154,467)
Change in accounts payable and accrued expenses	30,287	(1,184,902)
Change in accrued postretirement benefit obligation	(7,043,097)	3,056,185
<b>Net operating cash flows</b>	<b>\$ 4,192,989</b>	<b>\$ (2,803,986)</b>

**THE NORTH AMERICAN MISSION BOARD OF THE SOUTHERN BAPTIST CONVENTION, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 1**

**DESCRIPTION OF THE ORGANIZATION**

The North American Mission Board of the Southern Baptist Convention, Inc. (“the Board”) is a Georgia not-for-profit corporation. The Board aids and shares in the support of Southern Baptist churches, media, missions, and missionary efforts in the United States, Canada, and their territories by providing direct programs and activities and by sharing in the funding of state convention programs and activities. For the years ended September 30, 2017 and 2016, the Board provided approximately \$28,450,000 and \$33,000,000, in funding to SBC state conventions and associations for these activities. The Board is also active in assisting churches and individuals with the resources, training, and tools necessary to plant new churches through its Send North America program. The Board is an agency of the Southern Baptist Convention (“the SBC”) and receives most of its regular financial support from gifts received through the Executive Committee of the SBC, mainly through the Cooperative Program (“the CP”) and the annual Annie Armstrong Easter Offering™ (“the AAEO”). The SBC also funds other programs of the Board (e.g., disaster relief and hunger relief). Total support received from the SBC for the years ended September 30, 2017 and 2016 was approximately \$104,000,000 and \$103,000,000.

In conformity with accounting principles generally accepted in the United States (“U.S. GAAP”), the consolidated financial statements of the Board also include the accounts of the following organizations, which are separate legal entities:

- **NAMB Covenant Productions, Inc. (“Covenant”)** is a Texas not-for-profit corporation whose purpose is to assist the Board through communication media outlets. The Board controls the appointment of Covenant’s board of directors. Covenant did not engage in financial transactions during the years ended September 30, 2017 or 2016.
- **Send Relief, Inc. (“Send”)** (formerly FamilyNet, Inc.) is a Texas not-for-profit corporation whose purpose is to assist the Board through compassion ministries and disaster relief efforts. The Board controls the appointment of Send’s board of directors. Send did not engage in financial transactions during the years ended September 30, 2017 or 2016.
- **TimeRite Agency, Inc. (“TimeRite”)** is a Texas for-profit corporation whose purpose is to assist the Board through program production and broadcasting. The Board controls the appointment of TimeRite’s board of directors. TimeRite did not engage in financial transactions during the years ended September 30, 2017 or 2016.
- **NAMB Canada** is a not-for-profit Canadian corporation whose purposes include planting Southern Baptist churches and supporting Southern Baptist missionaries in order to spread the Gospel of Jesus Christ in Canada. The Board and NAMB Canada share common management. The Board also has certain representation rights with respect to NAMB Canada’s governing body. However, the Board does not control NAMB Canada, as that term is defined by U.S. GAAP. For readability, and because NAMB Canada’s financial activity is not material to the Board’s overall financial statements, the accompanying financial statements are referred to as “consolidated” instead of “consolidated and combined.” All significant inter-organizational balances and transactions have been eliminated.

**THE NORTH AMERICAN MISSION BOARD OF THE SOUTHERN BAPTIST CONVENTION, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 2**  
**SIGNIFICANT ACCOUNTING POLICIES**

**RESTRICTED AND UNRESTRICTED REVENUE AND SUPPORT**

Contributions received are recorded as unrestricted, temporarily restricted, or permanently restricted support, depending on the existence and/or nature of any donor restrictions. Donor-restricted support is reported as an increase in temporarily or permanently restricted net assets, depending on the nature of the restriction. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the consolidated statements of activities as “net assets released from restrictions.”

**REVENUE CLASSIFICATIONS**

The Board’s primary revenue sources included in the accompanying consolidated statements of activities are further described as follows:

*Annie Armstrong Easter Offering™:* The AAEO honors the life and work of Annie Walker Armstrong. The purpose of the AAEO is to enable missionary personnel to share the good news of Jesus Christ. The Board works in partnership with state conventions to distribute monies given through the offering to missionaries and their efforts.

*Cooperative program:* The CP is Southern Baptists’ method of supporting missions and ministry efforts of state conventions, associations, and the SBC. The Board received revenues ratably over the course of the year based on the annual budget allocation of the SBC.

**PROGRAM ACTIVITIES**

The Board’s program activities include the following:

*Church planting:* assisting churches in planting healthy, multiplying, evangelistic Southern Baptist Churches in the United States and Canada;

*Evangelization:* assisting churches in the ministries of evangelism and making disciples;

*Mission education and opportunities:* assisting churches by providing mission education and coordinating volunteer missions opportunities for church members;

*Relief ministries:* assisting churches in relief ministries to victims of disaster and other people in need;

*Sending missionaries:* assisting churches by appointing, supporting, and assuring accountability for missionaries serving in the United States and Canada; and

*Leadership development:* assisting churches by providing leadership development.

**CASH AND CASH EQUIVALENTS**

The Board considers investments purchased or donated with original maturities of three months or less to be cash equivalents.

**INVESTMENTS**

Investments are carried at estimated fair value.

**THE NORTH AMERICAN MISSION BOARD OF THE SOUTHERN BAPTIST CONVENTION, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 2 (CONTINUED)**

**CHURCH LOANS**

Church loans are stated at their unpaid principal amounts outstanding, reduced by an allowance for loan losses, and are generally collateralized by church real estate. Interest income is accrued based on the outstanding principal amount and contractual terms of each individual loan. Church loans generally have original terms from 20 to 30 years, but interest rates generally adjust at three-year to five-year intervals. The carrying value of loan balances approximates fair value.

The Board typically charges a loan processing fee for construction loans and recognizes such fees as revenue in the period in which the loan is originated. Loan origination fees are recognized as revenue in the period in which the loan is originated. Loan fees are intended to offset the direct costs related to issuing the loans. Late payment fees are recognized as revenue when assessed. Interest rates generally range from 3% to 6% per annum.

The Board classifies loans as impaired when it is probable that it will be unable to collect all amounts due according to contractual terms of the loan agreements. Loans are classified as delinquent when payments are 90 days past due. Payments for delinquent loans are applied to interest first, and then to principal, for each past due month starting with the oldest such past due payment. Accrual of interest income is discontinued when, in management's judgment, it is determined that the collectibility of interest is doubtful.

**ALLOWANCE FOR LOAN LOSSES**

Management determines an appropriate allowance for loan losses based upon historical loan loss experience, the amount of past due and nonperforming loans, specific known risks, the value of collateral securing the loans, and current and anticipated economic and interest rate conditions. Evaluation of these factors involves subjective estimates and judgments that may change over time. Additions to the allowance are recognized as expenses and are described as a "provision" for loan losses in Note 6.

**BENEFICIAL INTERESTS IN TRUSTS AND ENDOWMENTS HELD BY OTHERS**

The Board is the beneficiary of certain perpetual irrevocable trusts and endowments held and administered by other parties. The Board generally has the irrevocable right to receive the income earned on the underlying assets in perpetuity. The estimated fair value of such amounts is recognized as an asset and as permanently restricted contribution revenue at the date the Board becomes aware of the agreement. The Board's estimate of fair value is based on fair value information received from the other parties. The underlying assets are not subject to the Board's discretion or control. Gains and losses, which are not distributed, are reflected within "change in beneficial interest in trusts and endowments held by others" in the consolidated statements of activities.

**PROPERTY AND EQUIPMENT**

Property and equipment are stated at cost, if purchased, or estimated fair value on the date of donation, if donated. The Board uses the straight-line method of depreciating property and equipment over the estimated useful lives of the related assets.

**POSTRETIREMENT BENEFIT PLANS**

The Board provides postretirement healthcare and other benefits for retired employees. The Board accounts for the plans following guidance prescribed under U.S. GAAP.

**THE NORTH AMERICAN MISSION BOARD OF THE SOUTHERN BAPTIST CONVENTION, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 2 (CONTINUED)**

**INCOME TAXES**

The Board is exempt from federal income tax as an organization described in Section 501(c)(3) of the Internal Revenue Code and from state income tax pursuant to Georgia law. The Board is further classified as a public charity and not a private foundation for federal tax purposes. The Board has 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. The Board has not taken any material uncertain tax positions for which the associated tax benefits may not be recognized under accounting principles generally accepted in the United States of America.

**USE OF ESTIMATES**

Management uses estimates and assumptions in preparing the 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 related to the estimated fair values of investments, the useful lives of property and equipment, the collectibility of church loans, and the calculation of the accrued postretirement benefits liability. Actual results could differ from the estimates.

**RECLASSIFICATIONS**

Certain amounts included in the consolidated financial statements for the year ended September 30, 2016, have been reclassified to conform to classifications adopted during the year ended September 30, 2017. Such reclassifications had no material effect on the accompanying consolidated financial statements.

**NOTE 3**  
**CONCENTRATIONS**

The Board maintains its cash and cash equivalents in deposit 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 Board has not experienced any losses in such accounts, and believes it is not exposed to any significant credit risk related to cash and cash equivalents.

During the years ended September 30, 2017 and 2016, the Board received approximately 62% and 74% of its revenue from the Executive Committee of the SBC.

**THE NORTH AMERICAN MISSION BOARD OF THE SOUTHERN BAPTIST CONVENTION, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 4**  
**INVESTMENTS**

Investments consisted of the following:

<b>September 30,</b>	<b>2017</b>	<b>2016</b>
<b>Category</b>		
Money market and similar funds	\$ 4,245,523	\$ 6,080,012
Common and preferred stocks	105,549,034	116,737,368
Mutual funds	56,923,482	50,340,123
Corporate debt securities	2,549,635	5,585,075
Government obligations	1,419,668	4,821,639
Church debt obligations	501,285	508,541
Nontraditional investments:		
Limited partnership interest	6,815,690	7,459,937
Direct lending	3,061,692	1,543,226
Pooled funds held by others	1,207,354	1,089,127
<b>Total investments</b>	<b>\$ 182,273,363</b>	<b>\$ 194,165,048</b>

Investments were held for the following purposes:

<b>September 30,</b>	<b>2017</b>	<b>2016</b>
Investments available for general operations	\$ 176,794,168	\$ 188,686,554
Investments restricted for long-term purposes	5,479,195	5,478,494
<b>Total investments</b>	<b>\$ 182,273,363</b>	<b>\$ 194,165,048</b>

Investments restricted for long-term purposes are restricted pursuant to the endowment agreements to which they relate.

**NOTE 5**  
**FAIR VALUE OF FINANCIAL INSTRUMENTS**

U.S. 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, U.S. 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 NORTH AMERICAN MISSION BOARD OF THE SOUTHERN BAPTIST CONVENTION, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 5 (CONTINUED)**

The estimated fair value of the Board's investments using Level 1 inputs is based on unadjusted quoted market prices within active markets. The estimated fair value of church debt obligations using Level 3 inputs is based on information provided by a certain Baptist foundation. The estimated fair value of the Board's limited partnership interest using Level 3 inputs consists of a pooled fund which invests primarily in short-term deposits of various financial institutions. The estimated fair value of direct lending consists of pooled funds which invest primarily in loans to various businesses. The limited partnership interest and direct lending investments can be liquidated at an amount approximating carrying value in the near-term with proper notice. The estimated fair value of investments in pooled funds held by others using Level 3 inputs is based on information provided by the investment custodians which consist primarily of state Baptist foundations.

Beneficial interests in trusts and endowments held by others are administered primarily by state Baptist foundations. The estimated fair value of the Board's beneficial interest in trusts and endowments held by others using Level 3 inputs is based on amounts provided by the Baptist foundations, and in some cases, banks or other financial institutions. The estimated fair value of beneficial interests in trusts and endowments held by others is measured as of June 30. There were no significant changes to the estimated fair value between July 1 and September 30 of each fiscal year-end.

Because the fair value estimates for assets made using Level 2 or Level 3 inputs involve a greater element of subjectivity than do determinations made using Level 1 inputs, it is possible that the actual value of such assets may differ significantly from the estimated amounts.

Estimated fair value of certain assets measured on a recurring basis at September 30, 2017 are as follows:

<b>Category</b>	<b>Total</b>	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>
Common and preferred stocks	\$ 105,549,034	\$ 105,549,034	\$ —	\$ —
Mutual funds	56,923,482	56,923,482	—	—
Corporate debt securities	2,549,635	2,549,635	—	—
Government obligations	1,419,668	1,419,668	—	—
Church debt obligations	501,285	—	—	501,285
Nontraditional investments:				
Limited partnership interest	6,815,690	—	—	6,815,690
Direct lending	3,061,692	—	—	3,061,692
Pooled funds held by others	1,207,354	—	—	1,207,354
Beneficial interest in trusts and endowments held by others	45,783,141	—	—	45,783,141
<b>Total</b>	<b>\$ 223,810,981</b>	<b>\$ 166,441,819</b>	<b>\$ —</b>	<b>\$ 57,369,162</b>

Estimated fair value of certain assets measured on a recurring basis at September 30, 2016 are as follows:

<b>Category</b>	<b>Total</b>	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>
Common and preferred stocks	\$ 116,737,368	\$ 116,737,368	\$ —	\$ —
Mutual funds	50,340,123	50,340,123	—	—
Corporate debt securities	5,585,075	5,585,075	—	—
Government obligations	4,821,639	4,821,639	—	—
Church debt obligations	508,541	—	—	508,541
Nontraditional investments:				
Limited partnership interest	7,459,937	—	—	7,459,937
Direct lending	1,543,226	—	—	1,543,226
Pooled funds held by others	1,089,127	—	—	1,089,127
Beneficial interest in trusts and endowments held by others	43,954,194	—	—	43,954,194
<b>Total</b>	<b>\$ 232,039,230</b>	<b>\$ 177,484,205</b>	<b>\$ —</b>	<b>\$ 54,555,025</b>



**THE NORTH AMERICAN MISSION BOARD OF THE SOUTHERN BAPTIST CONVENTION, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 5 (CONTINUED)**

The following is a reconciliation of certain assets in which significant unobservable inputs (Level 3) were used in estimating fair value:

Balance, October 1, 2016	\$	54,555,025
Net unrealized gains		1,321,863
Net purchases		1,492,274
<b>Balance, September 30, 2017</b>	<b>\$</b>	<b>57,369,162</b>

The activity for Level 3 assets was immaterial for the year ended September 30, 2016.

**NOTE 6**  
**CHURCH LOANS, NET**

*Loan Balances Stratified by Principal Amount*

As of September 30, 2017, the Board had 245 loans with balances as follows:

<b>Loan Balance</b>	<b>Number of Loans</b>	<b>Principal Outstanding</b>	<b>Percent of Loan Portfolio</b>
Less than \$250,000	149	\$ 14,858,611	15%
\$250,000 - \$499,999	38	13,476,469	13%
\$500,000 - \$999,999	35	25,727,548	26%
\$1,000,000 - \$1,999,999	14	18,658,143	19%
\$2,000,000 or more	9	27,687,580	27%
	245	\$ 100,408,351	100%

As of September 30, 2016, the Board had 250 loans with balances as follows:

<b>Loan Balance</b>	<b>Number of Loans</b>	<b>Principal Outstanding</b>	<b>Percent of Loan Portfolio</b>
Less than \$250,000	151	\$ 15,196,122	14%
\$250,000 - \$499,999	40	14,421,473	14%
\$500,000 - \$999,999	32	24,060,011	23%
\$1,000,000 - \$1,999,999	19	25,531,803	24%
\$2,000,000 or more	8	25,632,027	25%
	250	\$ 104,841,436	100%

*Geographic Concentrations of Loans*

As of September 30, 2017, aggregate loans of at least five percent of total balances are due from churches based in the following states:

<b>State</b>	<b>Number of Loans</b>	<b>Principal Outstanding</b>	<b>Percent of Loan Portfolio</b>
California	54	\$ 27,140,280	27%
Arizona	25	10,718,035	11%
Ohio	24	7,442,532	7%
Colorado	5	5,997,805	6%
Georgia	9	5,092,049	5%
	117	\$ 56,390,701	56%



**THE NORTH AMERICAN MISSION BOARD OF THE SOUTHERN BAPTIST CONVENTION, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 6 (CONTINUED)**

As of September 30, 2016, aggregate loans of at least five percent of total balances are due from churches based in the following states:

State	Number of Loans	Principal Outstanding	Percent of Loan Portfolio
California	62	\$ 29,898,568	29%
Arizona	25	10,962,317	10%
Ohio	22	7,366,732	7%
Colorado	6	6,945,936	7%
Georgia	9	5,602,715	5%
	124	\$ 60,776,268	58%

During the year ended September 30, 2017, the Board sold no church loans. During the year ended September 30, 2016, the Board sold church loans with an outstanding principal balance of approximately \$4,400,000 to an unrelated third party. The amount of the proceeds received approximated the net carrying value of the underlying loans at the date of the sale.

*Delinquent Loans*

As of September 30, 2017 and 2016, loans with outstanding principal balances of \$567,678 and \$663,089, respectively, were classified as delinquent.

*Impaired Loan*

As of September 30, 2017 and 2016, the Board held no outstanding loans that were considered impaired.

*Allowance for Loan Losses*

Allowance for credit losses and recorded investment in church loans during the year ended September 30, 2017 was as follows:

	Year Ended September 30, 2017
<b>Allowance for credit losses</b>	
Beginning Balance	\$ 2,621,000
Charge-offs	—
Recoveries	—
Provision (reduction)	213,000
Ending Balance	2,834,000
Ending Balance individually evaluated for impairment	1,307,000
Ending Balance collectively evaluated for impairment	\$ 1,527,000

Allowance for credit losses and recorded investment in church loans during the year ended September 30, 2016 was as follows:

	Year Ended September 30, 2016
<b>Allowance for credit losses</b>	
Beginning Balance	\$ 2,525,000
Charge-offs	—
Recoveries	—
Provision (reduction)	96,000
Ending Balance	2,621,000
Ending Balance individually evaluated for impairment	1,306,000
Ending Balance collectively evaluated for impairment	\$ 1,315,000

**THE NORTH AMERICAN MISSION BOARD OF THE SOUTHERN BAPTIST CONVENTION, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 6 (CONTINUED)**

*Loan Performance*

Credit risk profile based on payment activity as of September 30, 2017:

	Principal Balance
Performing loans	\$ 99,840,673
Non-performing loans *	567,678
<b>Total</b>	<b>\$ 100,408,351</b>

\* Loans 90 days past due or more, last evaluated as of September 30, 2017

Credit risk profile based on payment activity as of September 30, 2016:

	Principal Balance
Performing loans	\$ 104,178,347
Non-performing loans *	663,089
<b>Total</b>	<b>\$ 104,841,436</b>

\* Loans 90 days past due or more, last evaluated as of September 30, 2016

*Age of Delinquent Loans*

Age analysis of delinquent loan balances as of September 30, 2017:

	90-179 Days	180-365 Days	More than 365 Days	Total Delinquent
2017	Past Due	Past Due	Past Due	
Principal Balance	\$ 89,345	\$ —	\$ 478,333	\$ 567,678

Age analysis of delinquent loan balances as of September 30, 2016:

	90-179 Days	180-365 Days	More than 365 Days	Total Delinquent
2016	Past Due	Past Due	Past Due	
Principal Balance	\$ 170,309	\$ —	\$ 492,780	\$ 663,089

As of September 30, 2017, loans with principal balances of \$164,420 were past due 30-89 days. As of September 30, 2016, loans with principal balances of \$90,361 were past due 30-89 days.

*Troubled Debt Restructuring*

During the years ended September 30, 2017 and 2016, the Board restructured troubled debts with an aggregate principal amount of approximately \$2,991,000 and \$1,137,000, respectively, reducing the contractual monthly payments for periods ranging from 3 to 11 months. This modification had a minimal impact in the loan portfolio yield.

**THE NORTH AMERICAN MISSION BOARD OF THE SOUTHERN BAPTIST CONVENTION, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 7**  
**PROPERTY AND EQUIPMENT**

Property and equipment consisted of the following:

<b>September 30,</b>	<b>2017</b>	<b>2016</b>
<b>Category</b>		
Land	\$ 9,295,190	\$ 6,282,621
Buildings and building improvements	59,117,321	42,279,438
Equipment, furniture and fixtures, and vehicles	8,421,712	5,326,150
Computer equipment and software	10,410,939	8,243,807
Construction in progress	415,608	1,801,102
Total	87,660,770	63,933,118
Less: Accumulated depreciation	(25,546,543)	(22,068,439)
<b>Net property and equipment</b>	<b>\$ 62,114,227</b>	<b>\$ 41,864,679</b>

Depreciation expense amounted to \$3,562,120 and \$2,684,381 during the years ended September 30, 2017 and 2016, respectively.

During the year ended September 30, 2017, the Board received donations of certain real property located in the Clarkston area of Atlanta, Georgia and Ashland, Kentucky. The Board intends to utilize these properties as Send Relief Hub locations. The Board recognized \$4,200,509 of contribution revenue in connection with these donations.

**NOTE 8**  
**OTHER ASSETS**

Other assets consisted of the following:

<b>September 30,</b>	<b>2017</b>	<b>2016</b>
<b>Category</b>		
Accounts receivable, net	\$ 4,904,457	\$ 3,353,849
Inventories	626,047	391,403
Prepaid expenses	655,808	763,159
Contributions receivable from remainder interest trusts	193,018	233,738
<b>Total</b>	<b>\$ 6,379,330</b>	<b>\$ 4,742,149</b>

**NOTE 9**  
**POSTRETIREMENT BENEFIT PLAN**

The Board provides health care and other benefits to substantially all retired employees, all retired missionaries, and their eligible dependents. The Board accrues the costs of such benefits during the periods employees provide service to the Board. The Board uses census data as of June 30 to measure the year-end liability and to determine the related footnote disclosures. There were no material changes in the census data from the period July 1 through September 30. There are no plan assets for the Board's postretirement benefit plans, as postretirement benefits are funded by the Board when claims are made.

**THE NORTH AMERICAN MISSION BOARD OF THE SOUTHERN BAPTIST CONVENTION, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 9 (CONTINUED)**

A summary of changes to the accumulated postretirement benefit obligation is as follows:

<b>For the year ended September 30,</b>	<b>2017</b>	<b>2016</b>
Accumulated benefit obligation, beginning of year	\$ 61,691,890	\$ 58,635,705
Service cost	235,333	247,693
Interest cost	1,779,647	2,110,825
Actuarial (gain) loss	(3,052,320)	455,098
Change in discount rate assumption	(1,996,327)	4,364,531
Benefits paid	(4,009,430)	(4,121,962)
<b>Accumulated benefit obligation, end of year</b>	<b>\$ 54,648,793</b>	<b>\$ 61,691,890</b>

Components of the accumulated postretirement benefit obligation that have not been recognized as periodic benefit cost include the following:

<b>September 30,</b>	<b>2017</b>	<b>2016</b>
Unrecognized actuarial loss/ net loss	\$ 18,119,595	\$ 26,327,341
Unrecognized 2004 plan amendment	(2,724,226)	(4,263,338)
Unrecognized 2013 plan amendment/prior service cost	(28,579,141)	(33,211,093)
	<b>\$ (13,183,772)</b>	<b>\$ (11,147,090)</b>

Components of net periodic postretirement benefit cost are as follows:

<b>For the year ended September 30,</b>	<b>2017</b>	<b>2016</b>
Service cost	\$ 235,333	\$ 247,693
Interest cost	1,779,647	2,110,825
Amortization of actuarial loss	3,159,099	3,108,561
Amortization of 2004 plan amendment	(1,539,112)	(1,539,112)
Amortization of 2013 plan amendment	(4,631,952)	(4,631,952)
	<b>\$ (996,985)</b>	<b>\$ (703,985)</b>

Postretirement benefit-related changes other than net periodic postretirement benefit cost recognized in the consolidated statements of activities consist of the following:

<b>For the year ended September 30,</b>	<b>2017</b>	<b>2016</b>
<b>Amounts recognized during the period:</b>		
Actuarial (gain) loss	\$ (3,052,320)	\$ 455,098
Change in actuarial assumptions	(1,996,327)	4,364,531
<b>Amounts reclassified to net periodic benefit cost:</b>		
Amortization of actuarial loss	(3,159,099)	(3,108,561)
Amortization of 2004 and 2013 plan amendments	6,171,064	6,171,064
	<b>\$ (2,036,682)</b>	<b>\$ 7,882,132</b>

Estimated amounts that will be amortized in the year ending September 30, 2018 from unrecognized plan amendment gain and unrecognized actuarial loss and recognized as components of net periodic benefit cost are as follows:

<b>Amortized Amounts</b>	<b>2017</b>
2004 plan amendment	\$ (1,539,112)
2013 plan amendment	\$ (4,631,952)
Actuarial loss	\$ 3,159,099

**THE NORTH AMERICAN MISSION BOARD OF THE SOUTHERN BAPTIST CONVENTION, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 9 (CONTINUED)**

The discount rate used to determine the accumulated postretirement benefit and the net periodic postretirement benefit cost as of and for the years ended September 30, 2017 and 2016 was 3.37% and 3.00%, respectively.

The Board assumed a 7.70% and 10.30% cost trend rate for pre-Medicare retirees for the medical and prescription drug components, respectively, decreasing to 4.75% and 5.25%, respectively, by the year ended September 30, 2025 and thereafter, to determine the accumulated postretirement benefit obligation. Additionally, the Board assumed a constant 3.60% cost rate for post-Medicare retirees for the medical component and a 7.50% cost trend rate decreasing to 5.25% for the prescription drug component, by the year ended September 30, 2025 and thereafter, to determine the accumulated postretirement benefit obligation.

A one percentage point increase or decrease in the assumed healthcare cost trend rates for each future year would have an immaterial impact on the accumulated postretirement benefit obligation at September 30, 2017 and 2016 and the estimated service and interest components of the postretirement benefit costs for the year ended September 30, 2017 and 2016.

The postretirement health care and other benefits estimated to be paid over the next 10 years are approximately as follows:

<b>Year</b>	
2018	\$ 4,590,000
2019	\$ 4,397,000
2020	\$ 4,275,000
2021	\$ 4,087,000
2022	\$ 3,956,000
2023-2027	\$ 17,476,000

The expected benefits are based on the same assumptions used to measure the benefit obligation and include estimated future employee service. Because the plans are funded as claims are made, the expected employer contribution for the year ending September 30, 2018 is approximately \$4,590,000.

**NOTE 10**  
**NET ASSETS**

Unrestricted net assets were designated in the approximate following amounts:

<b>September 30,</b>	<b>2017</b>	<b>2016</b>
Church loans	\$ 97,600,000	\$ 102,200,000
Operating contingency	62,700,000	59,800,000
Property and equipment	62,100,000	41,900,000
Missionary housing	31,300,000	39,000,000
Board approved projects	20,475,000	3,892,000
Strategic ministry investment	12,650,000	—
Healthcare	10,000,000	10,000,000
Send North America	2,275,000	8,750,000
<b>Total</b>	<b>\$ 299,100,000</b>	<b>\$ 265,542,000</b>

**THE NORTH AMERICAN MISSION BOARD OF THE SOUTHERN BAPTIST CONVENTION, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 10 (CONTINUED)**

Net assets were temporarily restricted for the following purposes during the year ended September 30, 2017:

	Balance October 1, 2016	Contributions	Investment income	Releases	Balance September 30, 2017
Scholarships and other	\$ 4,116,477	\$ 249,993	\$ 847,050	\$ (1,851,743)	\$ 3,361,777
Disaster relief	1,097,719	6,268,136	—	(756,642)	6,609,213
Contributions receivable from remainder interest trusts	233,738	—	(40,720)	—	193,018
Hunger relief	251,184	103,577	—	(251,184)	103,577
<b>Total</b>	<b>\$ 5,699,118</b>	<b>\$ 6,621,706</b>	<b>\$ 806,330</b>	<b>\$ (2,859,569)</b>	<b>\$ 10,267,585</b>

Net assets were temporarily restricted for the following purposes during the year ended September 30, 2016:

	Balance October 1, 2015	Contributions	Investment income	Releases	Balance September 30, 2016
Scholarships and other	\$ 3,864,537	\$ 1,234,804	\$ 786,859	\$ (1,769,723)	\$ 4,116,477
Disaster relief	790,440	592,878	—	(285,599)	1,097,719
Hunger relief	235,347	251,184	—	(235,347)	251,184
Contributions receivable from remainder interest trusts	304,536	—	(70,798)	—	233,738
<b>Total</b>	<b>\$ 5,194,860</b>	<b>\$ 2,078,866</b>	<b>\$ 716,061</b>	<b>\$ (2,290,669)</b>	<b>\$ 5,699,118</b>

Net assets were permanently restricted as follows as of September 30, 2017 and 2016:

<b>September 30,</b>	<b>2017</b>	<b>2016</b>
Beneficial interest in trusts and endowments held by others	\$ 45,783,141	\$ 43,954,194
Endowments	5,479,195	5,478,494
<b>Total</b>	<b>\$ 51,262,336</b>	<b>\$ 49,432,688</b>

Earnings from permanently restricted net assets are primarily available to support the general purposes of the Board. The Board preserves the estimated fair value of all original endowment gifts as of the gift date, which management deems is in compliance with state law. Accordingly, the Board classifies as “permanently restricted net assets” (a) the original value of gifts donated to the permanent endowment and (b) the original value of subsequent gifts to the permanent endowment. The Board has adopted an investment policy for endowment assets that attempts to provide a predictable stream of funding to supported programs while seeking to maintain the purchasing power of the endowment assets and to preserve the invested capital. The Board seeks the advice of investment counsel, as well as management and certain committees of the Board, when determining amounts to be spent on supported programs. The Board periodically makes distributions (in accordance with its spending policies) for use in furthering its exempt purpose.

**NOTE 11**  
**EMPLOYEE BENEFIT PLANS**

**HEALTH BENEFIT PLAN**

The Board provides medical benefits under a partially self-funded plan and a reinsurance contract with an insurance company for stop-loss coverage. Medical benefits are provided to all eligible participants (including employees and missionaries) and their dependents. Total medical claims incurred during the years ended September 30, 2017 and 2016 were approximately \$8,895,000 and \$10,152,000.

**THE NORTH AMERICAN MISSION BOARD OF THE SOUTHERN BAPTIST CONVENTION, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 11 (CONTINUED)**

**HEALTH BENEFIT PLAN (CONTINUED)**

Claims incurred but not reported or paid at year end were estimated to be approximately \$648,000 and \$908,000 as of September 30, 2017 and 2016, respectively, and are included within "accounts payable and accrued expenses" on the consolidated statements of financial position.

**RETIREMENT PLAN**

The Board maintains a 403(b) retirement plan ("the Plan") through GuideStone Financial Resources of the Southern Baptist Convention. Employees are eligible to participate upon meeting the eligibility requirements described in the Plan document. Eligible employees may make tax-deferred contributions to the Plan. The Plan requires the employer to make contributions of 10% of the base compensation of participating employees. The Plan also allows for employer discretionary matching contributions. Employees are 100% vested in employer contributions. The Board contributed approximately \$3,305,000 and \$2,982,000 to the Plan during the years ended September 30, 2017 and 2016, respectively.

**NOTE 12**  
**COMMITMENTS**

The Board has two revolving lines of credit with two financial institutions, one for \$5,000,000 and the other for \$10,000,000. Outstanding amounts under the lines of credit, if any, are secured by certain assets held by the financial institutions. With respect to the \$5,000,000 line of credit, interest on the outstanding principal balance is payable monthly at the one-month LIBOR plus 1.25% per annum. With respect to the \$10,000,000 line of credit, interest on the outstanding principal balance is payable monthly at a corresponding index (as further defined in the line of credit agreement) plus 2.25% per annum. As of September 30, 2017 and 2016, there were no amounts outstanding under these lines of credit.

As of September 30, 2017, the Board has committed to loan approximately \$2,512,500 to six churches. In addition, the Board has construction loans and holdbacks with two churches with approximately \$686,000 in undistributed funds. Such commitments are made to accommodate the needs of the qualified churches. The credit risk associated with these commitments is essentially the same as that involved in extending loans to churches and is subject to the Board's normal credit policies and terms. Collateral for the loans does or will consist of church real estate.

**NOTE 13**  
**SUBSEQUENT EVENTS**

Subsequent to September 30, 2017, the Board sold church loans with an outstanding principal balance of approximately \$40,400,000 to an unrelated third party.

The Board has evaluated for possible financial reporting and disclosure subsequent events through February 2, 2018, the date as of which the consolidated financial statements were available to be issued.

## **SUPPLEMENTAL INFORMATION**



**THE NORTH AMERICAN MISSION BOARD OF THE SOUTHERN BAPTIST CONVENTION, INC.**  
**SUPPLEMENTAL SCHEDULE OF REVENUE ANALYSIS BY REGION (Unaudited)**  
**For The Year Ended September 30, 2017**

	Cooperative Program	Annie Armstrong Easter Offering <sup>TM</sup>	Undesignated	Hunger Designated	Disaster Relief Designated	Other Designated
Alabama	\$ 4,057,992	\$ 6,670,508	\$ 295,146	\$ 96,160	\$ 211,102	\$ 496,514
Alaska	50,885	92,404	385	602	7,610	43,570
Arizona	284,110	501,762	3,250	3,064	56,756	493,970
Arkansas	2,071,593	2,147,028	115,239	24,262	84,307	274,447
California	514,447	831,645	27,234	17,573	282,518	604,222
Colorado	126,630	240,041	5,660	—	82,893	388,584
Dakota	21,481	55,608	50	426	15,961	5,245
District of Columbia	2,408	5,772	790	—	4,599	4,190
Florida	4,190,823	2,698,479	115,545	28,504	375,566	476,959
Georgia	3,897,665	4,665,762	842,831	111,293	1,375,420	945,170
Hawaii	105,767	185,890	—	4,506	8,782	9,134
Illinois	545,211	812,888	4,334	20,682	86,751	130,791
Indiana	189,765	364,002	1,062	9,910	60,859	309,039
Iowa	63,221	50,277	845	1,410	37,665	9,105
Kansas/Nebraska	167,587	361,286	20,420	3,400	63,875	86,007
Kentucky	2,346,764	2,482,732	137,943	54,047	186,313	309,915
Louisiana	1,678,183	1,763,709	169,155	27,057	280,710	188,403
Maryland/Delaware	360,236	453,589	41,253	10,045	73,296	248,984
Michigan	74,052	150,163	5,036	3,685	24,652	53,348
Minnesota/Wisconsin	26,907	80,790	795	1,024	29,117	57,710
Mississippi	2,767,363	4,029,108	104,682	38,536	99,403	425,195
Missouri	1,445,674	2,362,638	127,784	41,160	172,432	199,087
Montana	34,207	64,902	500	2,373	6,169	31,720
Nevada	132,700	157,162	630	1,242	36,243	40,388
New England	36,275	157,896	904	1,521	380,945	260,034
New Mexico	162,483	363,589	16,876	3,402	40,167	34,834
New York	55,694	120,800	35,592	5,207	30,196	124,277
North Carolina	2,723,805	6,535,146	84,643	62,156	415,112	792,164
Northwest	177,062	277,349	5,413	6,855	77,249	103,635
Ohio	472,241	547,142	25,012	5,716	181,406	114,735
Oklahoma	2,294,469	1,918,965	153,039	21,050	87,952	514,354
Pennsylvania/S Jersey	50,844	136,723	8,778	1,666	93,284	195,285
South Carolina	2,588,721	3,585,234	102,591	96,688	237,207	415,275
Tennessee	3,524,047	4,588,905	456,087	114,391	279,465	582,614
Texas-BGCT	2,441,157	3,955,787	104,635	8,760	18,246	179,076
Texas-SBTC	3,591,892	3,419,132	591,593	22,947	467,710	976,591
Utah/Idaho	41,156	124,456	2,420	3,542	23,984	44,304
Virginia-BGAV	206,915	1,155,928	39,774	205	12,549	33,557
Virginia-SBCV	1,024,237	1,200,297	68,836	14,731	177,773	213,393
West Virginia	110,894	193,217	1,050	4,411	39,252	28,238
Wyoming	26,228	44,962	100	1,293	6,399	18,230
Canada	—	71,865	—	—	7,695	12,080
Caribbean	1,025	15,724	—	4,700	110	—
Miscellaneous	1,210,049	26,818	34,120	1,051	7,681	9,845
<b>Total Revenue</b>	<b>\$ 45,894,865</b>	<b>\$ 59,668,080</b>	<b>\$ 3,752,032</b>	<b>\$ 881,253</b>	<b>\$ 6,247,381</b>	<b>\$ 10,484,218</b>
Received through						
Executive Committee	\$ 45,894,865	\$ 55,553,453	\$ 1,274,720	\$ 669,049	\$ 1,527,711	\$ 117,166
Received directly	—	4,114,627	2,477,312	212,204	5,969,670	10,366,052
<b>Total Revenue</b>	<b>\$ 45,894,865</b>	<b>\$ 59,668,080</b>	<b>\$ 3,752,032</b>	<b>\$ 881,253</b>	<b>\$ 7,497,381</b>	<b>\$ 10,483,218</b>
CP overage designated to Disaster Relief	( 1,250,000 )	—	—	—	1,250,000	—
<b>Total Revenue</b>	<b>\$ 44,644,865</b>	<b>\$ 59,668,080</b>	<b>\$ 3,752,032</b>	<b>\$ 881,253</b>	<b>\$ 8,747,381</b>	<b>\$ 10,483,218</b>

**THE NORTH AMERICAN MISSION BOARD OF THE SOUTHERN BAPTIST CONVENTION, INC.**  
**SUPPLEMENTAL SCHEDULE OF REVENUE ANALYSIS BY REGION (Unaudited)**  
**For The Year Ended September 30, 2016**

	Cooperative Program	Annie Armstrong Easter Offering™	Undesignated	Hunger Designated	Disaster Relief Designated	Other Designated
Alabama	\$ 4,016,487	\$ 6,137,026	\$ 248,790	\$ 101,836	\$ 46,328	\$ 434,687
Alaska	58,106	77,355	1,325	1,464	3,250	52,054
Arizona	199,972	428,601	5,094	3,288	11,670	392,433
Arkansas	2,015,391	2,247,148	134,351	29,026	9,743	414,480
California	514,532	806,278	33,931	7,612	32,205	583,827
Colorado	132,014	250,152	11,513	149	10,405	325,496
Dakota	18,532	45,779	210	267	1,930	6,175
District of Columbia	4,593	4,874	925	2,346	16,978	6,460
Florida	3,395,296	2,620,789	206,929	26,447	97,973	442,933
Georgia	3,933,812	5,559,037	598,702	64,282	103,256	909,979
Hawaii	56,341	37,656	—	3,831	350	11,824
Illinois	545,648	800,968	3,278	24,396	9,472	76,583
Indiana	202,339	357,130	6,284	5,190	19,744	242,599
Iowa	66,070	63,406	—	1,501	7,000	10,382
Kansas/Nebraska	146,401	356,454	24,097	3,830	31,018	71,315
Kentucky	2,364,788	2,463,859	264,946	51,538	17,169	328,761
Louisiana	1,724,396	1,900,098	103,653	27,018	335,758	240,074
Maryland/Delaware	353,043	488,340	82,131	8,086	21,166	217,346
Michigan	70,438	135,208	670	4,914	10,215	53,362
Minnesota/Wisconsin	21,447	78,531	3,552	1,186	725	52,486
Mississippi	2,711,592	3,930,233	130,759	38,207	42,163	457,033
Missouri	1,386,444	2,218,614	121,900	45,707	20,076	166,093
Montana	33,749	90,810	200	849	315	26,030
Nevada	120,106	83,713	225	2,413	11,094	40,443
New England	31,730	139,749	(8,378)	1,456	7,090	217,411
New Mexico	203,669	379,630	31,705	8,240	25,538	68,812
New York	44,547	122,926	10,031	733	2,460	184,103
North Carolina	2,602,079	6,249,589	93,299	61,335	57,596	545,479
Northwest	174,363	257,128	4,024	7,591	6,733	111,518
Ohio	391,636	545,445	23,987	2,598	24,399	144,097
Oklahoma	2,324,343	1,894,910	164,193	26,211	17,468	496,446
Pennsylvania/S Jersey	48,649	114,185	10,143	1,548	19,439	166,159
South Carolina	2,637,207	3,667,762	83,742	85,307	50,477	310,438
Tennessee	3,478,812	4,709,925	868,556	156,667	91,997	466,203
Texas-BGCT	2,396,655	3,687,621	242,365	3,066	15,797	514,463
Texas-SBTC	3,621,803	3,224,316	694,233	21,482	78,512	813,771
Utah/Idaho	38,026	108,250	2,051	1,661	18,890	55,894
Virginia-BGAV	199,595	1,122,126	21,617	190	52,068	65,302
Virginia-SBCV	988,298	1,165,074	82,979	16,324	24,183	200,713
West Virginia	106,046	162,968	1,000	2,729	2,975	36,457
Wyoming	27,745	56,612	125	1,045	2,100	13,524
Canada	—	60,813	—	—	20	12,550
Caribbean	1,095	723	700	—	—	1,096
Miscellaneous	1,199,148	8,743	30,584	—	20,813	1,367,001
<b>Total Revenue</b>	<b>\$ 44,606,983</b>	<b>\$ 58,860,554</b>	<b>\$ 4,340,421</b>	<b>\$ 853,566</b>	<b>\$ 1,378,558</b>	<b>\$ 11,354,292</b>
Received through						
Executive Committee	\$ 44,606,983	\$ 56,056,232	\$ 1,382,873	\$ 711,955	\$ 46,842	\$ 231,770
Received directly	—	2,804,322	2,957,548	141,611	1,331,716	11,122,522
<b>Total Revenue</b>	<b>\$ 44,606,983</b>	<b>\$ 58,860,554</b>	<b>\$ 4,340,421</b>	<b>\$ 853,566</b>	<b>\$ 1,378,558</b>	<b>\$ 11,354,292</b>