

GENERATION OUTCRY INTERNATIONAL

2020 Board Report

Dear Board of Directors,

We want to thank each of you for your encouragement and support over the past several years. It is truly an honor to have you on this board, and we are sincerely grateful for each of you. Your insight and guidance have proven to be invaluable. We are so excited to bring to you a favorable report for 2020.

As we all know, this year has proven to be difficult for businesses and especially for nonprofit ministries. Our main prayer was to continue to serve faithfully and to be a blessing to those in need. Our desire was that youth would continue to hear the gospel and that we could speak hope to those who were hurting even through this pandemic.

Here is our basic timeline for the year. We started with great enthusiasm for bringing ministry and school assemblies to students at a whole new level. January and February started strong as we served in several church services. We hosted an exceptional school assembly at a Lakeland Magic game in front of 13 schools from Polk county. The Youth Alive Gala had great attendance and was building momentum from the previous year. Also, we participated in the Youth Leaders Conference for PFYOUTH.

In March, we traveled on the Sectional Council Tour for the Pen Florida Assemblies of God. Many of our supporters are churches and we felt strongly that we needed to be on this 3-week trip to say thank you for all of their support. By the end of this tour, on March 13, 2020, we headed home with uncertainty about the nation. We were so excited to celebrate our 8th year as a ministry on March 15, but the whole country shut down abruptly. We were one of the first businesses to feel the impact. Schools shut their doors before anyone else. Every youth service, church service, and school assembly we had scheduled was immediately canceled.

At the beginning of the year, we felt like God told us that we were going BEYOND IMAGINATION. We thought this was going to be our conference theme, but we had no clue really what was going to happen. We also had plans to launch a Youth Alive Worship

team. As the year progressed, we started to realize that God has something unique for us. Our finances initially dropped, and we were worried about the future. Nevertheless, we diligently put our hands to work, we had to innovate in ministry, and we started to pull back our expenses. In April, we heard about the PPP loan and so we applied and received it. Additionally, we had to strategize how to do ministry with no budget yet get resources in the hands of students. We moved forward with auditions for the worship team, and we were planning to give our ministry everything. We still hoped to have an in-person conference in August.

After the PFYOUTH Fine Arts and Summer Camp both got canceled, we recognized that we would need to go virtual with our Empowerment Conference and with YA Worship. Natalie took the lead on this endeavor. We spent all the money we could afford to get the guest speakers recorded, develop the resources and videos, record a worship cover album, and coordinated the effort of a new ministry project, The Launch. A tech company in Lakeland donated their facility so we could Livestream the event. WOW, our results were astounding. 13,252 people watched the conference online with 1,192 individual accounts watching it completely through to the end. We also decided to provide the entire resource for free to any youth ministry that wanted it. Over 70 ministries downloaded the materials.

The last week of August brought about a huge opportunity. We were both individually asked to allow our names to be considered for the District Youth Directors position for the Pen Florida Assemblies of God. Natalie felt strongly that this was not for her, but Pastor Terry Raburn, our District Superintendent, asked her to continue to lead Youth Alive Florida in our state with a new title, District Youth Alive Director. At the same time, Joe accepted the position to serve as the District Youth Director.

What does this mean for Generation Outcry? We are both going to continue to serve as co-presidents. Natalie has stepped into the CEO position and leads our subsidiary, Youth Alive Florida. Joe has pulled back his responsibilities significantly, yet he will continue to serve as the CFO under Natalie's direction. From September till now, the ministry has built a stronger partnership with PFYOUTH. The GOI/Youth Alive team has been able to serve at many of the district youth events. Additionally, we were able to bring on 3 staff members as subcontractors. Brianna Piampiano is our intern pastor, Karley Drapp is our communication director, and Timothy Pait is our YA Worship assistant. We will continue with the vision to equip and empower the next generation. As schools open, we will initiate assemblies. As students are allowed to meet, we will be the first ones to help them launch a campus movement. Ministry may look different right now, but God has been faithful.

Just a few days ago, we celebrated 9 years as a ministry. March 15th is our formation date. In 2012, this was the date of our first youth service as we stepped into full-time evangelism. This also happens to be Natalie's Birthday. It is fitting that Natalie got saved because a student from her school invited her to church. Now the ministry that she directs, which was founded on her birthday, is reaching lost students in schools all over the nation.

Finally, we are also very pleased to report that just a few days ago, on March 15, 2021, we have officially become debt-free. If you add in our current years giving, we have reached a monumental milestone, we have raised \$1,023,183.12 for missions, and we have a solid financial position.

Thank you for believing in us.

Natalie and Joe Barnoske

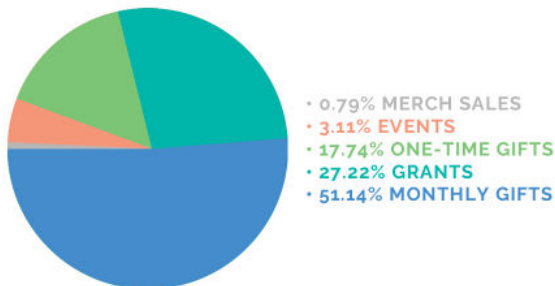
FINANCIAL AND MINISTRY RESULTS

GENERATION OUTCRY INTERNATIONAL / DBA YOUTH ALIVE FLORIDA

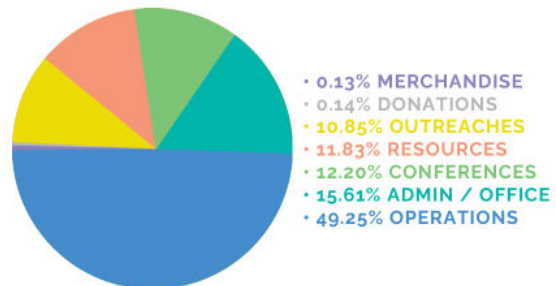
Lifetime Financial Growth		
Year	Total Income	Increase
2012	\$10,000.00	
2013	\$25,000.00	150.00%
2014	\$83,367.00	233.47%
2015	\$120,845.00	44.96%
2016	\$142,315.98	17.77%
2017	\$149,825.18	5.28%
2018	\$153,284.44	2.31%
2019	\$156,771.08	2.27%
2020	\$142,653.89	-9.00%
2021 current	\$39,120.55	-72.58%
Total Income	\$1,023,183.12	

Ministry Growth	
Measurables	Numbers
Salvations	10,254
Launch Attendance	13,252
Launch Downloads	70
2015-2019 EDCONF	4,031
Campus Missionaries	3,305
Churches	234
Team and Interns	29

INCOME



EXPENSES



GENERATION OUTCRY INTERNATIONAL

Income Statement 12/31/20

INCOME	12/31/19	12/31/20	3/15/21	2021 Projected
AGUSM	\$75,127.16	\$72,947.33	\$15,471.71	\$72,000.00
BGMC	\$10,082.24	\$11,638.66	\$71.40	\$5,000.00
Church Donations	\$2,200.00	\$3,670.00	\$0.00	\$2,500.00
Church Services	\$6,070.00	\$6,520.00	\$0.00	\$6,500.00
Gala	\$0.00	\$8,824.00	\$0.00	\$7,000.00
Grants/SBA	\$0.00	\$19,698.32	\$15,365.00	\$15,000.00
Individual Donations	\$3,391.18	\$5,772.47	\$803.40	\$5,000.00
Investment Interest	\$0.92	\$538.84	\$320.18	\$500.00
LFTL	\$23,250.00	\$7,500.00	\$0.00	\$11,250.00
Merchandise Sales	\$6,691.81	\$1,129.05	\$887.39	\$6,500.00
Personal Donations	\$0.00	-\$23.18	\$4,201.47	\$0.00
Seven Project	\$3,600.00	\$0.00	\$0.00	\$0.00
Special Event Income	\$6,157.77	\$4,438.40	\$2,000.00	\$6,000.00
Event Registrations	\$20,200.00	\$0.00	\$0.00	\$20,000.00
Total Revenue	\$156,771.08	\$142,653.89	\$39,120.55	\$157,250.00
COGS				
Merchandise	\$7,641.91	\$142.99	\$0.00	\$5,000.00
Total Cost of Goods Sold	\$7,641.91	\$142.99	\$0.00	\$5,000.00
GROSS PROFIT	\$149,129.17	\$142,510.90	\$39,120.55	\$152,250.00
OPERATING EXPENSES				
1099 Payroll	\$0.00	\$7,500.00	\$5,350.00	\$18,000.00
Accounting Fees	\$160.00	\$160.00	\$0.00	\$160.00
Advertising & Promotion	\$2,014.28	\$6,552.66	\$499.99	\$2,500.00
Credit Card Processing and Bank Fees	\$782.53	\$269.14	\$23.08	\$780.00
Donations	\$2,469.44	\$150.00	\$0.00	\$2,500.00
Education & Training	\$0.00	\$0.00	\$0.00	\$0.00
Employee Health Insurance	\$3,300.00	\$2,700.00	\$0.00	\$0.00
Employee Retirement	\$3,600.00	\$4,200.00	\$1,200.00	\$3,600.00
Housing Allowance	\$36,000.00	\$27,000.00	\$0.00	\$0.00
Interest Expenses	\$1,282.50	\$148.70	\$0.12	\$10.00
Licensing and Legal fees	\$250.75	\$111.25	\$61.25	\$110.00
Meals and Entertainment	\$4,251.12	\$4,480.30	\$12.12	\$4,300.00
Medical Payments	(\$3,200.85)	\$1,883.00	\$1,366.97	\$1,300.00
Office Supplies	\$2,381.92	\$6,362.39	\$8.97	\$2,500.00
Parking & Tolls	\$758.61	\$374.25	\$97.40	\$800.00
Postage	\$661.84	\$1,091.75	\$65.55	\$650.00
Rent	\$1,371.63	\$652.42	\$55.00	\$652.00
Salary & Wages	\$30,852.00	\$36,240.00	\$10,713.00	\$42,852.00
Sales Tax	\$7.30	\$0.00	\$0.00	\$0.00
School Assemblies	\$4,115.74	\$0.00	\$0.00	\$0.00
Special Events	\$33,891.76	\$25,618.04	(\$411.88)	\$38,000.00
Telephone - Wireless	\$2,688.14	\$1,295.51	\$0.00	\$0.00
Travel Expense	\$4,923.42	\$2,749.48	(\$2,467.47)	\$5,000.00
Vehicle Fuel and Repairs	\$5,850.43	\$3,763.94	\$148.68	\$6,000.00
Volunteer Gifts	\$2,280.00	\$199.90	\$639.76	\$1,000.00
Total Operating Expenses	\$140,692.56	\$133,502.73	\$17,362.54	\$130,714.00
Net Profit	\$8,436.61	\$9,008.17	\$21,758.01	\$21,536.00

GENERATION OUTCRY INTERNATIONAL			
Balance Sheet			
	12/31/19	12/31/20	3/15/21
ASSETS			
BANK			
Cash	\$277.26	\$8,131.66	\$22,476.33
Savings	\$0.54	\$0.00	\$0.00
Total for Bank	\$277.80	\$8,131.66	\$22,476.33
CURRENT ASSETS			
Inventory	\$17,548.80	\$17,548.80	\$17,548.80
Transfer Clearing	\$0.00	(\$6.19)	\$0.00
Fidelity Investments	\$239.39	\$239.39	\$239.39
Total for Current Assets	\$17,788.19	\$17,782.00	\$17,788.19
Total Assets	\$18,065.99	\$25,913.66	\$40,264.52
LIABILITY			
CURRENT LIABILITY			
Business Credit Card	\$490.30	\$7,407.15	\$0.00
Long Term Liability	\$6,173.65	\$0.00	\$0.00
Total Current Liability	\$6,663.95	\$7,407.15	\$0.00
NON-CURRENT LIABILITY			
Life Publishing (Bible Distributer)	\$1,903.70	\$0.00	\$0.00
Total Non-Current Liability	\$1,903.70	\$0.00	\$0.00
Total Liability	\$8,567.65	\$7,407.15	\$0.00
NET ASSETS			
Net Assets at Beginning of Year	\$1,061.73	\$9,498.34	\$18,506.51
Current Years Earnings	\$8,436.61	\$9,008.17	\$21,758.01
Total Net Assets	\$9,498.34	\$18,506.51	\$40,264.52
Total Liabilities and Net Assets	\$18,065.99	\$25,913.66	\$40,264.52

GENERATION OUTCRY INTERNATIONAL**2020 Income Detail Breakdown**

Monthly Donations	
AGUSM	\$72,947.33
Total	\$72,947.33

Grants	
BGMC	\$11,638.66
LFTL	\$7,500.00
Grants/SBA	\$19,698.32
Total	\$38,836.98

Merchandise	
Merchandise Sales	\$1,129.05
Total	\$1,129.05

One-Time Donations	
Church Donations	\$3,670.00
Church Services	\$6,520.00
Gala	\$8,824.00
Individual Donations	\$5,772.47
Investment Interest	\$538.84
Personal Donations	-\$23.18
Seven Project	\$0.00
Total	\$25,302.13

Special Events	
Donations/Sales	\$4,438.40
Event Registrations	\$0.00
Total	\$4,438.40

Total Income

\$142,653.89

GENERATION OUTCRY INTERNATIONAL

2020 Expenses Detail Breakdown

Donations	
Speed the Light	\$100.00
School Scholarships	\$0.00
Pen Florida Disaster	\$0.00
Churches and Charities	\$50.00
Total	\$150.00

Office / Admin	
Accounting	\$160.00
Advertising	\$6,552.66
Credit Card Processing and Bank Fees	\$269.14
Interest	\$148.70
Licensing & Legal	\$111.25
Office Supplies	\$6,362.39
Postage	\$1,091.75
Rentals	\$652.42
Phone	\$1,295.51
Sales Tax	\$0.00
Total	\$16,643.82

Operations	
Joe's Salary	\$10,606.30
Natalie's Salary	\$20,197.70
Housing Allowance	\$27,000.00
1099 Payroll	\$7,500.00
Employment Taxes	\$5,436.00
Retirement Benefits	\$4,200.00
Health Insurance	\$2,700.00
Medical Payments	\$1,883.00
Total	\$79,523.00

Merchandise	
Cost of Goods Sold	\$142.99
Total	\$142.99

Conferences / Special Events	
YA Team Travel	\$500.00
Speakers	\$1,000.00
Bands	\$2,912.65
Photography	\$250.00
Guest Artist	\$1,100.00
Misc Expenses	\$2,333.31
Team Food	\$1,000.00
Equipment	\$1,000.00
Facility Rental	\$6,145.16
Total	\$16,241.12

Outreaches	
School Assemblies	\$0.00
Team Meals	\$4,480.30
Travel / Hotel	\$2,749.48
Fuel & Repairs	\$3,763.94
Volunteers Gifts	\$199.90
Parking & Tolls	\$374.25
Total	\$11,567.87

Gospel Resources	
Bibles	\$9,376.92
Book of Hope	\$0.00
Salvation Books	\$0.00
Total	\$9,376.92

Total Expenses

\$133,645.72