SEEJESUS FINANCIAL STATEMENTS YEAR ENDED JUNE 30, 2022

(See Independent Auditors' Report)

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Independent Auditors' Report

The Board of Directors seeJesus Telford, Pennsylvania

Opinion

We have audited the accompanying financial statements of seeJesus (a non-profit organization), which comprise the statement of financial position as of June 30, 2022, and the related statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

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

Basis for Opinion

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

Management's Responsibility for the Financial Statements

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

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

Auditors' Responsibility for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion.

Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists.

The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

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

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

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

Report on Summarized Comparative Information

We have previously audited the seeJesus' 2021 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated January 10, 2022. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2021, is consistent, in all material respects, with the audited financial statements from which it has been derived.

Bee, Bergvall & Co., P.C. Certified Public Accountants

Bee Bergerall . Co.

Warrington, PA February 17, 2023

Statements of Financial Position

June 30, 2022 and 2021

ASSETS	<u>2022</u>	<u>2021</u>
Current Assets		
Cash and Cash Equivalents	\$ 301,023	\$ 248,713
Investments	744,327	890,059
Accounts Receivable	29,998	24,066
Contributions Receivable	65,000	55,000
Prepaid Expenses	2,300	1,400
Inventory - Books and Videos	107,244	102,380
Total Current Assets	1,249,892	1,321,618
Property and Equipment, Net	1,545	9,530
TOTAL ASSETS	\$ 1,251,437	\$ 1,331,148
LIABILITIES AND NET ASSETS		
Current Liabilities		
Accounts Payable	\$ 47	\$ 160
Payroll Payable	29,205	25,951
Compensated Absences	27,935	20,641
Royalty Advances	133,250	96,268
Paycheck Protection Program Loan		197,400
Total Current Liabilities	190,437	340,420
Net Assets		
Without Donor Restrictions	507,803	297,260
With Donor Restrictions: Purpose Restrictions	553,197	693,468
Total Net Assets	1,061,000	990,728
TOTAL LIABILITIES AND NET ASSETS	\$ 1,251,437	\$ 1,331,148

Statements of Activities

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

	Without Donor		With Donor					
	Restrictions		Restrictions		<u>2022</u>			<u>2021</u>
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Public Support and Revenue	Ф	642.011	ф	1 202 254	ф	1.046.165	ф	1 707 460
Contributions	\$	642,911	\$	1,203,254	\$	1,846,165	\$	1,797,460
Royalties		55,031		-		55,031		45,877
Seminars and On-line Events		88,382		-		88,382		54,666
Speaking Fee Income		5,193		-		5,193		8,525
Investment Income (Loss)		(67,113)		-		(67,113)		13,208
Miscellaneous Income		5,535		-		5,535		1,032
Payroll Protection Program Loan Forgiveness		197,400		-		197,400		-
Net Product Sales		64,193		-		64,193		35,681
Net Assets Released from								
Program Restrictions		1,343,525		(1,343,525)		-	_	
Total Public Support and Revenue		2,335,057	_	(140,271)		2,194,786	_	1,956,449
Expenses								
Program Services		1,722,545		-		1,722,545		1,305,677
Management and General		195,475		-		195,475		183,153
Fundraising		206,494		=		206,494		143,432
Total Expenses		2,124,514		-		2,124,514		1,632,262
Change in Net Assets		210,543		(140,271)		70,272		324,187
Net Assets, Beginning of Year		297,260		693,468		990,728		666,541
Net Assets, End of Year	\$	507,803	\$	553,197	\$	1,061,000	\$	990,728

Statements of Functional Expenses

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

	Program Services	Management and General	Fundraising	<u>2022</u>	<u>2021</u>
Payroll and Related Costs					
Salaries and Wages	\$ 1,135,053	\$ 144,475	\$ 108,556	\$ 1,388,084	\$ 1,099,579
Employee Benefits	94,624	3,581	11,474	109,679	75,255
Pension	23,044	3,402	2,111	28,557	23,178
Payroll Taxes	64,294	11,148	6,950	82,392	59,708
Total Salary and Related Costs	1,317,015	162,606	129,091	1,608,712	1,257,720
Other Expenses					
Ministry Update Letter	15,292	-	1,699	16,991	14,304
Board of Directors	-	2,112	-	2,112	1,917
Communications	9,693	1,212	1,212	12,117	12,396
Depreciation	3,992	1,996	1,996	7,984	7,984
Development	23,782	-	54,649	78,431	74,240
Financial Services Fees	15,676	14,674	-	30,350	24,873
Insurance	3,135	2,387	1,568	7,090	4,548
Leadership and Staff Development	11,018	-	-	11,018	11,562
Marketing	48,425	-	-	48,425	30,403
Miscellaneous	27,148	-	-	27,148	4,806
Office Supplies and Expense	62,429	9,480	7,804	79,713	59,150
Podcasts	3,113	-	-	3,113	2,829
Product Research	13,411	-	-	13,411	19,664
Product Gifts	10,350	-	-	10,350	5,034
Professional Fees	3,007	1,008	4,350	8,365	15,626
Seminars	61,805	-	-	61,805	29,858
Travel	86,158	-	4,125	90,283	44,810
Website	7,096			7,096	10,538
Total Other Expenses	405,530	32,869	77,403	515,802	374,542
Total Functional Expenses	\$ 1,722,545	\$ 195,475	\$ 206,494	\$ 2,124,514	\$ 1,632,262

Statements of Cash Flows

For the Years Ended June 30, 2022 and 2021

		<u>2022</u>		<u>2021</u>
Cash Flows from Operating Activities				
Change in Net Assets:	\$	70,272	\$	324,187
Adjustments to Reconcile Change in Net Assets				
to Net Cash Provided by (Used In) Operating Activities				
Depreciation		7,984		7,984
(Gains) Losses on Investments		83,011		(5,658)
Payroll Protection Program Loan Forgiveness		(197,400)		-
(Increase) Decrease In:				
Accounts Receivable		(5,932)		(3,007)
Contributions Receivable		(10,000)		(25,000)
Prepaid Expenses		(900)		(1,400)
Inventory		(4,864)		(14,166)
Increase (Decrease) In:				
Accounts Payable		(113)		33
Payroll Payable		3,254		14,633
Compensated Absences		7,294		13,325
Royalty Advances		36,982		(4,627)
Net Cash Provided by (Used In) Operating Activities	_	(10,412)		306,304
Cash Flows from Investing Activities				
Purchases of Investments		(24,278)		(784,296)
Sale of Investments		87,000		_
Purchase of Equipment		-		-
Net Cash Provided by (Used In) Investing Activities		62,722		(784,296)
Net Increase (Decrease) in Cash and Cash Equivalents		52,310		(477,992)
Cash and Cash Equivalents - Beginning of Year		248,713		726,705
	Φ	•	Φ	
Cash and Cash Equivalents - End of Year	<u>\$</u>	301,023	\$	248,713

Notes to Financial Statements

For the Year Ended June 30, 2022

NOTE 1. Summary of Significant Accounting Policies

<u>Organization</u>: seeJesus (the Organization), was incorporated in the Commonwealth of Pennsylvania on April 30, 1999. The mission of the Organization is to help people see and reflect the life, death, and resurrection of Jesus through our discipleship resources and training.

The goal of the Organization is to conduct courses in order to reach a post-modern world with a relational, as opposed to a purely logical or theological, apologetic. Its long-term purpose is to design, write and market Bible curriculum for small groups within the Church for both evangelism and discipleship that reaches a post-modern world that is increasingly secular and a Church that is increasingly untaught.

<u>Income Tax Status</u>: The Organization qualifies as a tax-exempt organization under Section 501(c)(3) of the Internal Revenue Code; therefore, no provision for federal or state income taxes is included in the accompanying financial statements. The Organization is not classified as a private foundation. The Organization's federal tax returns are subject to audit by taxing authorities. The Organization's returns open audit periods are for the fiscal years ending June 30, 2019 - 2021.

<u>Accounting Basis and Presentation</u>: The accompanying financial statements have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America. Under this basis, revenues are recognized when earned and expenses are recognized when incurred. Net assets and revenues, expenses, gains, and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, net assets and changes therein are classified and reported as follows:

Net Assets Without Donor Restrictions - Net assets available for use in general operations and are not subject to donor restrictions.

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

Notes to Financial Statements

For the Year Ended June 30, 2022

NOTE 1. Summary of Significant Accounting Policies (Continued)

<u>Cash and Cash Equivalents</u>: The Organization considers all highly liquid investments with an initial maturity of three months or less to be cash equivalents.

<u>Investments</u>: Investments in marketable securities with readily determinable fair values and all investments in debt securities are reported at their fair values in the statement of financial position. Unrealized gains and losses are included in the change in net assets.

<u>Fair Value of Financial Instruments</u>: The Organization follows Fair Value Measurements as required by the FASB Standards Codification, which applies to reported balances that are required or permitted to be measured at fair value under an existing accounting pronouncement. The Codification emphasizes that fair value is a market-based measurement, not an entity-specific measurement. Therefore, a fair value measurement should be determined based on the assumption that market participants would use in pricing the asset or liability and establishes a fair value hierarchy. The fair value hierarchy consists of three levels of inputs that may be used to measure fair value as follows:

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

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

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

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

<u>Inventory</u>: Inventory consists of books, CD's, DVD's, manuals, discussion guides and binders. Inventory is recorded using the average cost method.

Notes to Financial Statements

For the Year Ended June 30, 2022

NOTE 1. Summary of Significant Accounting Policies (Continued)

<u>Concentrations of Credit Risk</u>: Financial instruments that potentially expose the Organization to concentrations of credit risk consist principally of cash and cash equivalents, and investments. The Organization principally utilizes a regional bank and investment companies to maintain its operating cash accounts and investments. At times, such balances may be in excess of the \$250,000 FDIC insurance limit or \$500,000 SIPC insurance for investments, not including market losses, thus exposing the Organization to a loss in the amount of the excess. At times, balances may exceed these limits.

<u>Use of Estimates</u>: The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

<u>Receivables</u>: Receivables are stated as the amount management expects to collect from outstanding balances so as to provide a measure of credit losses and doubtful accounts. Management provides for probably uncollectible amounts through a provision for bad debt expenses and an adjustment to a valuation allowance based on its assessment of the current status of individual receivables. Balances that are still outstanding after management has used reasonable collection efforts are written off through a charge to the valuation allowance and a credit to the applicable receivable account. Balances are considered past due one day after due date. Amounts recorded as receivable also include royalty receivable. Royalty receivable is recognized as books are sold and do not have a past due date.

<u>Contributions Receivable</u>: Contributions are recognized when the donor makes a promise to give to the Organization that is, in substance, unconditional. Promises to give are recorded at fair value, which is estimated as net realizable value if expected to be collected in one year and discounted future cash flows if expected to be collected in more than one year. No allowance for uncollectible amounts was deemed necessary. Conditional promises to give are recognized when the conditions on which they depend are substantially met. For the year ended June 30, 2022, all contributions receivable were due in one year.

<u>Donated Services</u>: Volunteers periodically donate their time to the Organization's program services and fundraising activities. An amount has not been recognized in the accompanying statements of activities for these volunteer efforts because they did not meet the requirements for recognition.

Notes to Financial Statements

For the Year Ended June 30, 2022

NOTE 1. Summary of Significant Accounting Policies (Continued)

<u>Property and Equipment</u>: Property and equipment are recorded at cost if purchased and fair value if donated. Depreciation has been calculated on the straight-line method over the estimated useful lives of the assets of the related assets, which is five years. Depreciation expense for the year was \$7,985. Capital items are recorded as fixed assets when their cost, or donated value, exceeds \$2,500. At June 30, 2022 property and equipment consisted of Office, Furniture & Equipment with a cost of \$39,925 and accumulated depreciation of \$38,380.

<u>Revenue and Revenue Recognition</u>: Revenue is recognized when earned revenues are reported as increases in net assets without donor restrictions, unless the related assets are limited by donor-imposed restrictions. Gains and losses on assets or liabilities are reported as increases or decreases in net assets without donor restrictions unless their use is restricted by explicit donor stipulation or by law.

Contributions are recognized when cash, securities or other assets and unconditional promises to give is received. Contributions restricted by donors are reported as increases in net assets without donor restrictions if the restrictions expire (that is, when a stipulated time restriction ends or purpose restriction is accomplished) in the reporting period in which the revenue is recognized. All other donor-restricted contributions are reported as increases in net assets with donor restrictions, depending on the nature of the restrictions. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statements of activities as net assets released from restrictions.

Conditional promises to give - that is, those with a measurable performance or other barrier and a right of return - are not recognized until the conditions on which they depend have been met.

Program revenue is recognized when the event takes place. Program fees received in advance are deferred to the applicable period in which the related services are performed or expenditures are incurred, respectively.

The Organization recognizes revenue from royalties during the year in which the related performance obligations are met or when books are sold, depending on the nature of the royalty or advance. Royalty advances are recorded as deferred revenue until the performance obligation is satisfied; therefore, the revenue is recognized ratably over the course of the writing, publishing, and distribution or sale of the related books. All amounts received prior to the satisfaction of the performance obligation are recognized as deferred revenue. The amount recognized as deferred revenue at June 30, 2022 was \$133,250.

Notes to Financial Statements

For the Year Ended June 30, 2022

NOTE 1. Summary of Significant Accounting Policies (Continued)

<u>Compensated Absences</u>: The Organization allows employees to carry over certain paid time off. Upon separation, for employees in good standing, the accumulated paid time off will be paid for any current year accrued PTO not yet taken.

<u>Allocation of Functional Expense</u>: Allocation of expenses to program, fundraising, and management and general expense is done by the direct assignment to programs using these costs under the supervision of management. Expenses that are incurred for more than one function, such as a program service, are allocated based on content of the program by function and are allocated based on estimates of time and effort.

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

New Accounting Pronouncements: ASU No. 2020-07 (Topic 958), Presentation and Disclosure by Not-for-Profit Entities for Contributed Nonfinancial Assets: This standard changes the presentation and disclosure requirements of contributed nonfinancial assets. This standard had no effect on fiscal year ending June 30, 2022.

ASU 2016-02, Leases (Topic 842): ASU 2016-02 substantially changes current accounting procedures regarding lease accounting and offers specific accounting guidance for lessees, lessors and sale-leaseback transactions. This Statement is expected to be implemented in the fiscal year ending June 30, 2023.

<u>Subsequent Events</u>: The Organization has evaluated events and transactions for potential recognition or disclosure in the financial statements through the date of this report, which is the date the financial statements were available to be issued. No subsequent events have been recognized or disclosed.

Notes to Financial Statements

For the Year Ended June 30, 2022

NOTE 2. Liquidity and Availability

Financial assets available for general expenditure, that is, without donor or other restrictions limiting their use, within one year of the balance sheet date, comprise the following:

Financial assets at year end:		
Cash and cash equivalents	\$	301,023
Investments		744,327
Receivables		94,998
Total financial assets		1,140,348
Less amounts not available to be used within one year		(552,107)
With donor restrictions	Φ.	(553,197)
Financial asset available to meet general expenditures	<u>\$</u>	587,151

As part of our liquidity management plan, we invest cash in excess of daily requirements in short-term investments, checking, and savings accounts.

NOTE 3. <u>Investments</u>

The following tables represents the Organization's fair value hierarchy and investment income for those investments, excluding money market funds, measured at fair value on a recurring basis as of June 30, 2022:

Investments]	Level 1
Short-Term Bond Fund	\$	564,875
Equity Funds		179,452
Total Investments	\$	744,327
Investment Income		
Interest and Dividend	\$	15,898
Unrealized Gain (Loss)		(83,011)
Total Investment Income	\$	(67,113)

Notes to Financial Statements

For the Year Ended June 30, 2022

NOTE 4. Retirement Plan

The Organization funded a simplified employee pension plan in order to provide retirement benefits for all employees. The Organization contributes up to a 3% match for qualified participants. Contributions to the retirement accounts for the year ended June 30, 2022 was \$28,556.

NOTE 5. Net Product Sales

Net product sales consisted of:

Sales:		
Product Sales	\$	108,422
Shipping		5,382
Total Sales		113,804
Cost of Sales:		
Cost of Goods Sold		24,843
Book Selling Expense		24,768
Total Cost of Sales	_	49,611
Net Product Sales	\$	64,193

NOTE 6. Office Lease

The Organization currently leases space for its administrative offices from a church. The lease term is for 3 years from January 1, 2021 to December 31, 2023. The rate is \$1,300 per month in 2021, \$1,325 per month in 2022, and \$1,375 per month in 2023. Either party may terminate the lease by giving the other party 6-months written notice. For the year ended June 30, 2022 the lease expenses were \$16,643.

NOTE 7. Line of Credit

The Organization has established a line of credit with a bank in the amount of \$40,000 collateralized by all corporate assets. The line of credit is payable on demand and currently carries an annual interest rate of 7.25% at year end. There was no outstanding balance due on this line of credit at year end.

Notes to Financial Statements

For the Year Ended June 30, 2022

NOTE 8. Net Assets

Net assets were available for the following purposes:

	Net Assets		Ne	t Assets	Total		
	With Donor		Without Donor		Net Assets		
<u>Program</u>	Res	strictions	Restrictions		Available		
A Praying Life	\$	-	\$	94,684	\$	94,684	
Eurasia Coordinator		18,444		8,167		26,611	
Spanish World Trainer		1,403		10,942		12,345	
Spanish World TC		43,028		2,179		45,207	
Military Trainer		10,153		-		10,153	
Development Officer and Trainer		123,486		-		123,486	
European Coordinator		50,307		(1,684)		48,623	
Student Ministries Coordinator		7,659		15,883		23,542	
SE Student Ministries Coordinate		29,889		-		29,889	
MA Student Ministries Coord		4,775		300		5,075	
West Coast & East Asia		66,475		97,729		164,204	
Central Florida Trainer - LM		14,273		166		14,439	
Training Coordinator Snyder		-		224		224	
Bethesda Ministry		111,839		(1,515)		110,324	
Arab World Trainer		44,447		(9,925)		34,522	
Special Projects		24,365		4,860		29,225	
Writing Projects		-		(5,549)		(5,549)	
Prayer Story Project		2,654		-		2,654	
General				291,342		291,342	
Total Net Assets	\$	553,197	\$	507,803	\$	1,061,000	

Notes to Financial Statements

For the Year Ended June 30, 2022

NOTE 9. Net Assets Released from Restrictions

Net assets were released from donor restrictions by incurring expenses satisfying the restricted purpose or by the occurrence of other events specified by donors. Purpose for which restrictions were accomplished:

A Praying Life	\$ 182,602
Eurasia Coordinator	91,154
Spanish World Trainer	16,877
South America Coordinator	-
Spanish World TC	48,861
Military Trainer	3,347
Development Officer and Trainer	12,885
European Coordinator	29,038
Student Ministries Coordinator	143,370
SE Student Ministries Coordinate	106,502
West Coast & East Asia	183,129
MA Student Ministries Coord	57,733
Central Florida Trainer - LM	24,137
Training Coordinator Snyder	17,007
Bethesda Ministry	130,213
Arab World Trainer	63,549
Internship	7,455
Special Projects	32,369
Writing Projects	86,823
Prayer Story Project	 106,474
Total Net Assets Released	\$ 1,343,525

NOTE 10. Risks and Uncertainties

The Organization received loan proceeds in the amount of approximately \$197,400 under the Paycheck Protection Program, ("PPP"), established as part of the Coronavirus Aid, Relief and Economic Security Act ("CARES Act"). The PPP loan was forgiven in the fiscal year ending June 30, 2022.