

# OCCUPYING TILL HE RETURNS



# 1998 BGEA AT A GLANCE

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## BILLY GRAHAM CRUSADES

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God intervened in the lives of thousands when they attended Billy Graham Crusades in New Mexico, Ontario and Florida, and heard that Jesus died for them.



## FRANKLIN GRAHAM FESTIVALS

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Franklin Graham preached the saving power of Christ to the nations, attracting thousands of people to Festivals and setting attendance records.



## ASSOCIATE CRUSADES

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BGEA Associate Evangelists gave the salvation message to thousands of people at Crusades in North America during 1998. The Crusades unified the churches and resulted in many people responding to the Gospel.



## INTERNATIONAL MINISTRIES

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Evangelistic campaigns by BGEA Associate Evangelists and International Schools of Evangelism helped to spread the Good News around the world.



## OPERATION CHRISTMAS CHILD/CHILDREN'S RALLIES

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The Billy Graham Evangelistic Association again participated with Samaritan's Purse in Operation Christmas Child, and sponsored Children's Evangelistic Rallies in many locations where shoe box gifts were distributed.



## AMSTERDAM 2000

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Planning began in earnest for the largest and most strategic conference ever led by the Billy Graham Evangelistic Association, with the goal of bringing together evangelists from all over the world to encourage and learn from one another and to prepare for ministry in the 21st century.



## WORLD EMERGENCY FUND

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For 25 years, the BGEA, through the World Emergency Fund, has helped provide relief to people affected by major disasters around the world.



## TV TELEPHONE MINISTRY

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Volunteers answered calls and provided spiritual help for viewers of the television specials of Billy Graham Crusades and movies.

## RESPONSE CENTER

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The Billy Graham Response Center opened in 1998 to provide immediate information and service to seekers and friends of BGEA via a new toll-free telephone number.



## WORLD WIDE PICTURES

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The Billy Graham Evangelistic Association used films, videos and every practical means available to share the message of the Savior, Jesus Christ.

## CHRISTIAN GUIDANCE

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Trained, caring correspondents in the Christian Guidance Department ministered to the thousands of people who contacted the Billy Graham Evangelistic Association with questions, problems and prayer requests.



## BROADCAST MINISTRIES

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The broadcast ministries of BGEA strived to declare the Word of God through every prudent means, such as regular radio programs and special television broadcasts.



## INTERNET

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With more than a dozen distinct websites, the BGEA attracted more than 120,000 visitors per month, and many made decisions for Christ.

## MAGAZINES

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Publications are an important part of the ministry of the BGEA, for both evangelism and nurturing believers. More than 20 million copies of DECISION magazine were sent to homes and organizations in North America and around the world. ALIVE! magazine provided a resource for students and youth ministers.



## WORLD WIDE PUBLICATIONS/GRASON

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Christian literature and music distributed by World Wide Publications/Grason provided encouragement to thousands.



## THE COVE

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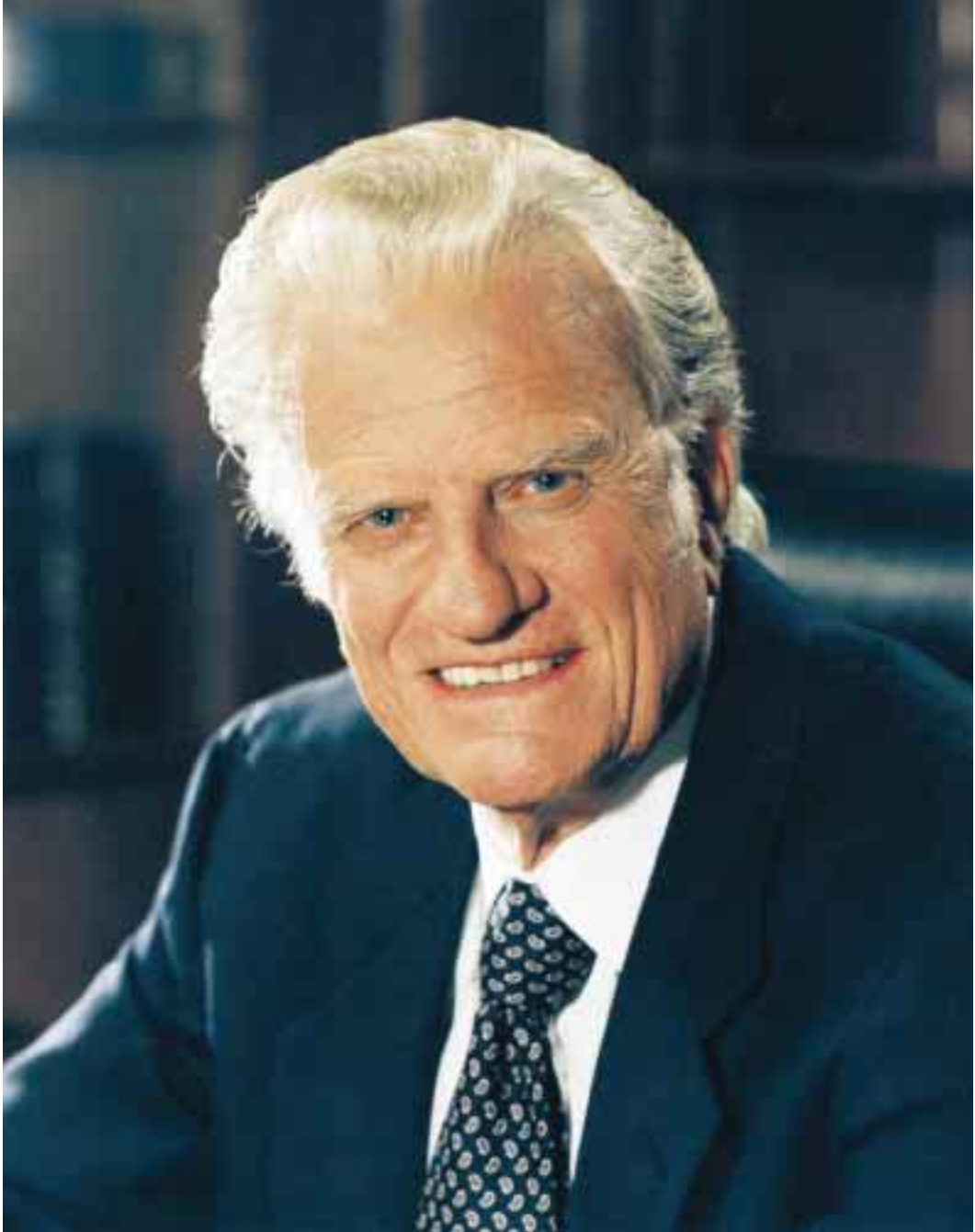
The Billy Graham Training Center at The Cove offered spiritual renewal and outstanding teaching in a spectacular mountain setting.



## SCHOOLS OF EVANGELISM/BILLY GRAHAM CENTER GRAHAM FUND FOR EVANGELISM

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Pastors, students and others interested in evangelism gained valuable training at the Schools of Evangelism sponsored by the BGEA. The Billy Graham Center in Wheaton, Illinois, encouraged evangelism through tours and displays. The Graham Fund for Evangelism helped sustain world evangelism projects.



# BILLY GRAHAM

EVANGELISTIC ASSOCIATION

Dear Friends:

The year 1998 was an amazing year. For me personally, it involved the weddings of several grandchildren; my 80th birthday; the joy and thrill of going back to Tampa, Florida, where my early ministry began; and helping support other related ministries. It was also thrilling to see how the Lord's children supported us financially.

Several times during the year, our faith was stretched as the Lord gave us new visions of evangelism in the next century. The harvest is even riper. The world seems to be more turbulent and more uncertain, but this provides a greater opportunity for the Gospel. We continue to take seriously the Great Commission of Jesus Christ in Matthew 28:19-20, and are "occupying till He comes"! (See Luke 19:12-13, KJV.)

Our plans for the Amsterdam 2000 Conference are consuming a great deal of our time, thought and energy. I believe it will be a history-making event as leaders from over 185 countries and territories are expected to attend. This is going to cost a great deal of money, but we believe God is going to lay it upon the hearts of His people to support it.

We are grateful for the privilege to have been a part in 1998 of what God was doing around the world, and we commit ourselves anew to the task of the proclamation of the Gospel during 1999.

Thank you for your faithful support and prayers.



Billy Graham

# THE BILLY GRAHAM EVANGELISTIC ASSOCIATION BELIEVES

the Bible to be the infallible Word of God, that it is His holy and inspired Word, and that it is of supreme and final authority. • in one God, eternally existing in three persons—Father, Son, and Holy Spirit. • Jesus Christ was conceived by the Holy Spirit, born of the Virgin Mary. He led a sinless life, took on Himself all our sins, died and rose again, and is seated at the right hand of the Father as our mediator and advocate. • that all men everywhere are lost and face the judgment of God, and need to come to a saving knowledge of Jesus Christ through His shed blood on the cross. • that Christ rose from the dead and is coming soon. • in holy Christian living, and that we must have concern for the hurts and social needs of our fellowmen. • we must dedicate ourselves anew to the service of our Lord and to His authority over our lives. • in using every modern means of communication available to us to spread the Gospel of Jesus Christ throughout the world.

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Scriptures marked KJV are taken from the *King James Version* of the Bible.

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Dear Friends:

For half a century, the ministry of the Billy Graham Evangelistic Association has been marked by urgency. Our Lord Jesus Christ commanded us to “occupy until He comes.” (See Luke 19:13, KJV.) This has driven our team to preach the Gospel from one end of this earth to the other in order to win as many people as possible to Christ before He returns. In 1998, this sense of urgency was greater than ever as the Association worked to proclaim the Gospel around the world. We rejoice and give thanks to Almighty God for His blessings.

This past year, the BGEA conducted dozens of major Crusades and evangelistic rallies in Europe, India, Australia, and Central, South and North America. In Ottawa, Ontario, the capital of Canada, people were so eager to hear the Gospel that they filled the Corel Centre to overflowing each night, breaking stadium attendance records. Never in the history of Ottawa had city officials and residents seen crowds so large, with thousands responding to my father’s invitation each evening to accept Christ as their Lord and Savior.

I have the privilege of working with my father and witnessing his commitment, determination and zeal for preaching the Gospel. Our schedule for 1999 is full, and we will continue to work diligently in calling men and women to repent of their sins and receive the Lord Jesus Christ into their hearts by faith.

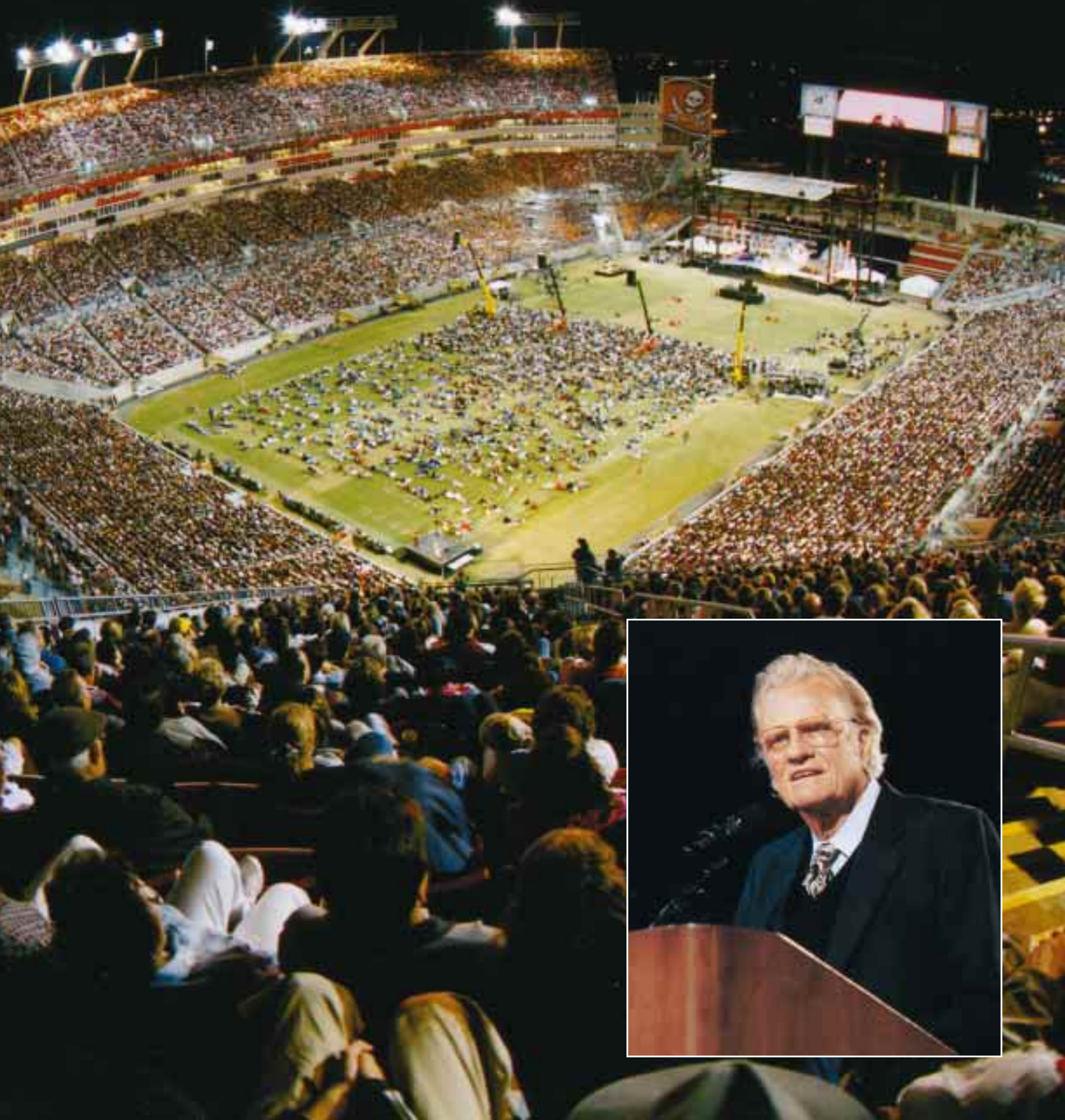
As we press ahead into the final days of this century and look to a new millennium, be assured that I am committed to the proclamation of the Gospel until our Lord Jesus Christ returns. I am excited about the opportunities that God has given us. We need your prayers and your financial support in order to fulfill the commitments that are before us. Thank you for being part of this ministry. God bless you.

Sincerely,

A handwritten signature in blue ink, appearing to be 'F. Graham', written in a cursive style.

Franklin Graham

*The gracious hand of [our] God was upon [us].  
Nehemiah 2:8*





# BILLY GRAHAM CRUSADES

In 1998, the Billy Graham Evangelistic Association experienced the “gracious hand of God” on Billy Graham’s North American Crusades in unprecedented ways.

Canada’s capital city, Ottawa, Ontario, had been preparing for “Canada Day” on July 1 to celebrate the nation’s independence. This became an appropriate backdrop for the National Capital Region Billy Graham Mission (June 25–28) that presented the message of true freedom in God. God’s hand was evident in uniting more than 470 local churches, representing 46 denominations.

Mr. Graham shared spiritual insights about the battles waging inside the human mind. “One of the most important things in our lives is the control of the mind,” he said. “Thoughts are powerful to harm us and thoughts are powerful to help us. Satan is battling for the control of your mind, and if he controls your mind, he’ll control you.”

Audiences averaging 23,500 filled the Corel Centre each night, spilling into the overflow parking lot to watch on a large JumboTron screen. On three consecutive nights, crowds as large as 27,000 broke the previous stadium record. An average of more than 1,750 men, women and children came forward to make commitments to Christ at Mr. Graham’s invitation.

Tampa Bay, Florida, where Mr. Graham first received the call of God to preach more than 60 years ago, was the location for an evangelistic outreach to central Florida (October 22–25) at the new Raymond James Stadium. The Saturday Youth Night was broadcast for the first time, live via the Internet, to cyber-literate audiences across the country and around the world. The multicultural mix of Crusade participants included more than 20,000 volunteers from nearly 1,000 local churches, representing 70 denominations. More than one-quarter million people who attended, and nearly 22,500 who responded to the nightly invitation, witnessed Mr. Graham’s ministry come full circle.

In 1999, Mr. Graham will present the Gospel message at Crusades in Indianapolis, Indiana, and St. Louis, Missouri.



Two sisters (neither realized the other was attending the Mission) found themselves face-to-face on the arena floor during Mr. Graham’s invitation in Ottawa. One sister had volunteered as a Mission counselor, and the other, who was involved in Native American spiritualism, came to the meeting to fill a void in her life. The Christian woman had the opportunity to counsel her sister and lead her in the Sinner’s Prayer that brought her to Christ. Only God can arrange a “coincidence” like that.

(Left) The hand of God was upon Billy Graham when he preached to record-breaking crowds in 1998, and thousands made decisions for Christ. These photos were taken at Mr. Graham’s Crusade in Tampa Bay, Florida.



All peoples, nations and men of every language  
worshipped [the Son of Man]. His dominion is an  
everlasting dominion that will not pass away.

Daniel 7:14



# FRANKLIN GRAHAM FESTIVALS

Franklin Graham ministered to people of several nations during 1998. Community and religious leaders in South and Western Australia referred to his two Festivals there as “the largest religious event in decades.” Total attendance for the Adelaide Festival, January 30–February 1, and the Perth Festival, February 6–8, was 136,000, with a total of 7,375 inquirers.

In Peru, the Lima Festival at the National Football Stadium, March 5–7, drew a total of 132,000. A national prayer movement set the stage for these meetings, resulting in 17,152 people coming forward at the invitation by Franklin Graham. This Festival, combined with four satellite Festivals in the cities of Piura, Arequipa, Pucallpa and Iquitos and the Children’s Rally on the closing day of the Festival, was the furthest-reaching evangelistic effort in Peru’s history. In all, 86,000 decisions were recorded, with total attendance nearing 400,000.

Back in the U.S.A., 32,600 people attended Crossroads Festival ‘98 with Franklin Graham in Alexandria, Louisiana. At Rapides Coliseum, March 26–29, some 1,600 people responded to the invitation to accept Christ.

In early May, Franklin Graham traveled to the birthplace of Thomas Jefferson for a three-day Festival in Charlottesville, Virginia. Of the 22,360 attending, 1,432 inquirers came forward.

Franklin joined his father, Billy Graham, to conduct their first joint Crusade in the United States, May 6–10, in Albuquerque, New Mexico. From all across the state, 103,369 people came to hear both men preach at the University of New Mexico. Over the five nights of New Mexico Festival ‘98, 5,719 people responded to the Gospel.

Greenville, North Carolina, was the site for a Festival with Franklin Graham, September 27–29, at Dowdy-Ficklen Stadium. In preparation for the Festival, Franklin Graham’s sister Anne Graham Lotz spoke at a rally challenging Christians to actively share their faith through Operation Andrew. Attendance at the three Festival meetings was 63,620 with 3,203 inquirers.



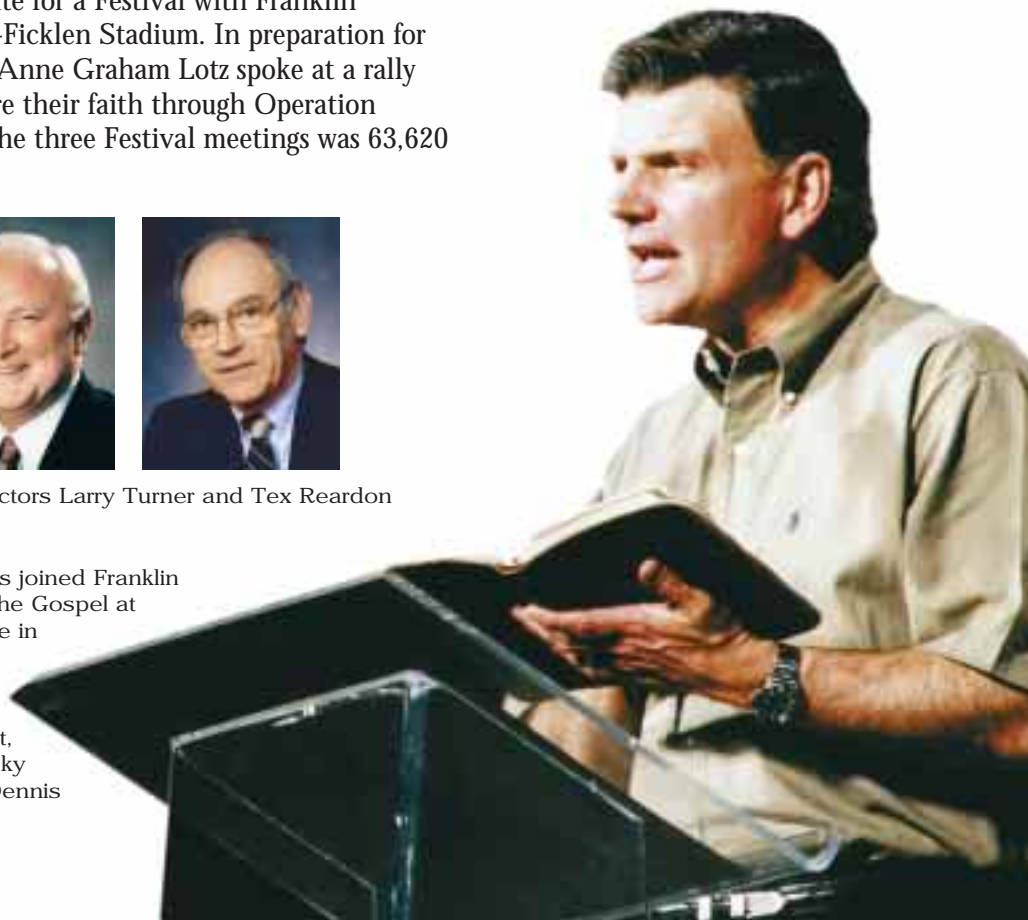
“As a result of the Festival held in Lima, Peru, exciting growth is occurring in churches throughout our country. One such example is a small Sunday school which numbered 125 in attendance prior to the Festival. Following the meeting, more than 350 people are now attending. The church is utilizing three school buses every Sunday to pick up children for Bible study.”

Lima, Peru, Festival National Committee Member

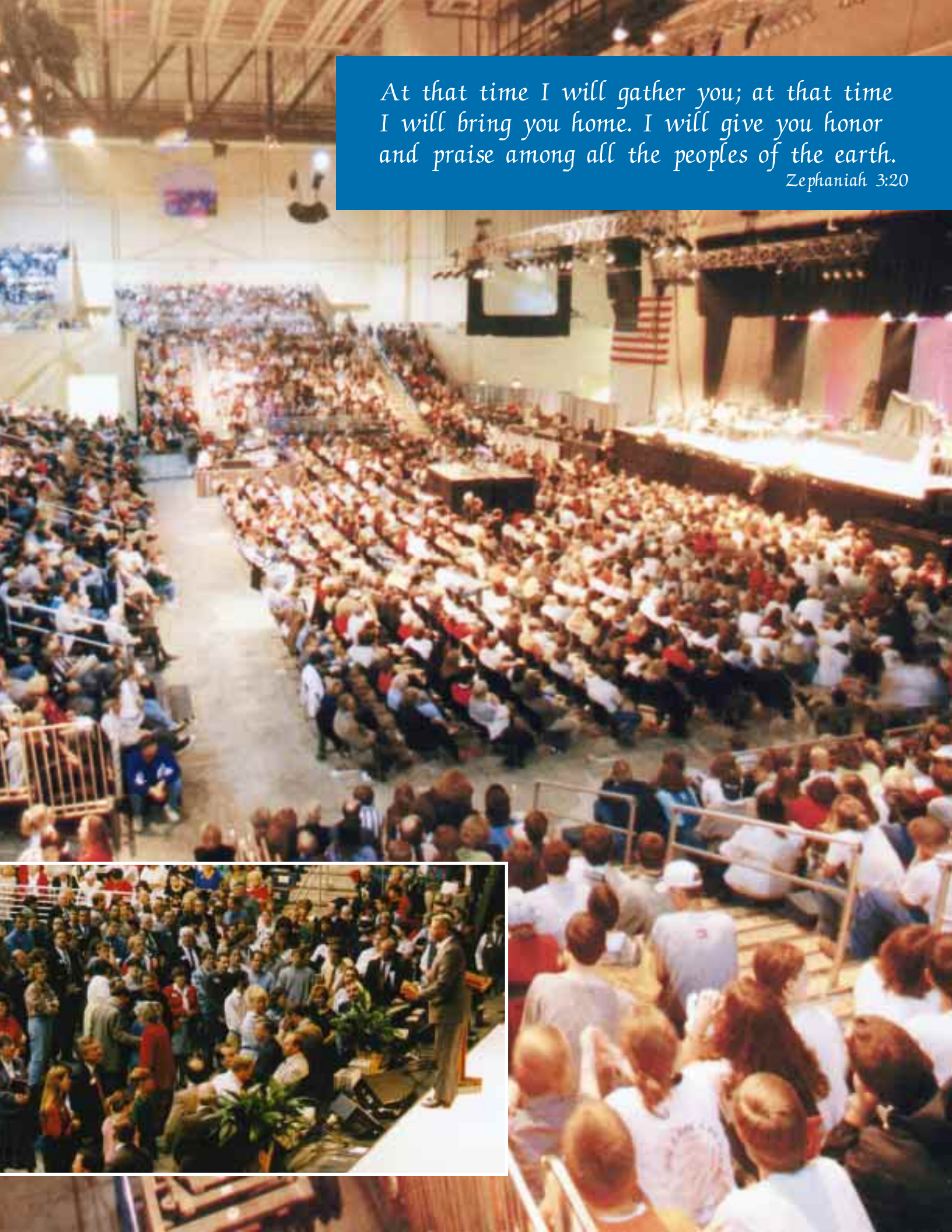


Festival Directors Larry Turner and Tex Reardon

Many talented musicians joined Franklin Graham in proclaiming the Gospel at Festivals such as this one in Adelaide, South Australia. (Far left) Artists included Praise Band; (left, top to bottom) Paul Overstreet, Michael W. Smith and Ricky Skaggs; and (this page) Dennis Agajanian.



*At that time I will gather you; at that time  
I will bring you home. I will give you honor  
and praise among all the peoples of the earth.*  
Zephaniah 3:20



## ASSOCIATE CRUSADES

BGEA Associate Evangelists gave the salvation message to thousands of people attending seven major Crusades during 1998.

Dr. Ralph Bell preached at Crusades in five locations during the year: Rome, Georgia (March 15–18); Woodstock, New Brunswick (May 30–June 2); Cressona, Pennsylvania (June 11–14); Centralia, Illinois (October 1–4); and Truth or Consequences, New Mexico (October 17–18). Evangelist Ross Rhoads conducted two Crusades: in Osceola, Iowa (May 14–17) and in Burk's Falls, Ontario (September 20–23).

The Crusades achieved a high level of unity among the churches in sponsoring communities. In some cases, it was the first time churches had ever worked together for a common cause. Reports from most of the cities indicate that the influence of the Crusade and the training provided is resulting in continued evangelistic outreach.

Total attendance for these Crusades was 73,921. Of the 3,224 people who responded to the invitation at these meetings, 1,429 made first-time decisions.

Pray for these Associate Evangelists as they continue to proclaim the Good News in 1999.

## INTERNATIONAL MINISTRIES

Thousands of people around the world are being gathered into God's Kingdom through the outreach of International Ministries.

Evangelistic campaigns by BGEA Associate Evangelist Robert Cunville in Indonesia, Thailand and India drew nearly 460,000, with 31,000 responding to the Gospel. Associate Evangelist Akbar Haqq also conducted three Crusades in India. Three Crusades in Ukraine and one in Belarus with Evangelist Viktor Hamm were eagerly received by the people, filling local arenas and drawing praise from government officials. A total of 106,000 people attended these meetings, with 9,196 coming forward to inquire or to accept Christ as Savior.

International Schools of Evangelism challenged and equipped pastors, evangelists and evangelical leaders to share the Gospel. Schools took place in Uruguay, India, Republic of Georgia, Bolivia, Haiti, Yugoslavia, South Africa and Santo Domingo. Christian leaders at the Congress of Evangelism in Santo Domingo made the commitment to win one million individuals to Christ in that nation before the end of 1999.



“God has touched this community one person and one relationship at a time. When the light comes in, the darkness leaves—and I can see increasing brightness in everyone who has been involved in this outreach effort. One local minister who had prayed and fasted for the Crusade was at The Forum at 6 a.m. to pray for the set-up activities prior to the start of the Crusade. He was faithful. God was faithful, also. The man was able to see his granddaughter come to Christ during the Crusade!”

Northwest Georgia Ralph Bell Crusade Committee member

At a Crusade in Indonesia, a woman with her child came forward to commit her life to Christ. She shared with the counselor that her husband had left her a few years earlier, and she prayed that he might come back. Five minutes later the woman's husband, who was also attending the Crusade, came forward, saw his wife and child, and ran to embrace them. The family was reunited in tears.



(Left) Associate Evangelists like Ralph Bell preach at Crusades in North America and overseas. This Crusade was in Rome, Georgia.

*Come, you who are blessed by my Father; take your inheritance, the kingdom prepared for you since the creation of the world.*

Matthew 25:34



# OPERATION CHRISTMAS CHILD/ CHILDREN'S EVANGELISTIC RALLIES

Thousands of children were touched in 1998 by Operation Christmas Child, a project that ministers to both the physical and spiritual needs of children around the world.

Operation Christmas Child is growing at a phenomenal rate. In cooperation with Samaritan's Purse, which collected and distributed 2.3 million shoe boxes internationally, the BGEA operated the Twin Cities Processing Center. Finding a suitable location in the Minneapolis/St. Paul area to process 262,000 shoe box gifts was the greatest challenge. More than 2,500 volunteers donated their time at the Twin Cities Processing Center.

In conjunction with the distribution of shoe box gifts, BGEA International Ministries often arranges Children's Evangelistic Rallies, which include a presentation of "The Greatest Gift of All." In this lively program, a young boy learns about God, His creation and His gift of salvation through Jesus Christ. At the end of the program, children are invited to become God's friends by accepting the forgiveness He provides through His Son. Trained volunteers meet with each child who responds.

Rallies took place in Romania and in hurricane-ravaged Nicaragua and Peru. Total attendance at the rallies was 245,000, with more than 42,000 inquirers.



The Children's Rally "is a very important event because many children have lost everything and they will receive wonderful gifts and hope. Their pain will be changed to happiness."

Coordinator for Nicaragua Children's Rally

"My daughter is viewing this blessed season much differently this year. I think we all *get it* a little more. . . . I feel that we were much more blessed than the children who receive the boxes could ever be!"

A mother in Minnesota



(Left) Children in Lima, Peru, were among the millions who received shoe box gifts through Operation Christmas Child and heard about Jesus Christ through Children's Evangelistic Rallies.

(Right) Franklin Graham hands a shoe box gift to this thrilled little boy in Lima, Peru.

How beautiful on the mountains are the feet of those who bring good news. . . . When the LORD returns to Zion, they will see it with their own eyes.

Isaiah 52:7-8





# AMSTERDAM 2000

Preaching evangelists from around the world will gather in The Netherlands in 2000 to learn and share methods for proclaiming the Good News of Jesus Christ. The world's largest conference for preaching evangelists, Amsterdam 2000, will equip some 10,000 participants from 185 countries/territories for evangelism in the 21st century. Planning for the nine-day conference, which starts on July 29, 2000, began in 1998.

Evangelist Billy Graham is General Chairman and Dr. John Cortis, President and COO of BGEA, is General Director of the conference, which is sponsored by the BGEA. The conference Program Planning Committee, chaired by Dr. John Akers, includes evangelists, mission strategists and theologians from six continents, representing many denominations. They are planning for 23 plenary sessions, approximately 150 seminars and 175 or more workshops.

Participation by evangelists will be by invitation only, and limited financial assistance will be available to participants in needy situations. Pray for God's leading as the Selection Committee decides who to invite and as topics and speakers are chosen.



"It is with great joy that I have received the news of the forthcoming conference for itinerant evangelists. Hallelujah. . . . The first conference in 1983 . . . literally overturned my life (in a positive sense). The powerful message of God was put into my heart. . . . When I came back to my country (Italy) I wanted to do something for my country, but I didn't realize how difficult it was to do missionary work in Italy. . . . I started a church in my home [in downtown Rome]. Initially we were five people; today by the grace of God there are 150 believers. . . . We have opened a church in the northeast of Italy. . . . I thank God because the conference in 1983 brought a great revival in my life and ministry."

A pastor-evangelist from Brazil who later returned to Italy, his home country

# WORLD EMERGENCY FUND

Natural disasters such as Hurricane Mitch and the ongoing wars in Bosnia and other places wreaked havoc on many countries in 1998. As it has for 25 years, the BGEA, through the World Emergency Fund, helped to ease the pain and suffering caused by these disasters.

Donations to this Fund go entirely to needy areas with nothing deducted for administrative or other costs. Projects funded in 1998 included:

- Flood relief in the U.S.A.
- Hurricane relief in Honduras, Nicaragua, Peru, Puerto Rico and Dominican Republic
- Relief work in Albania, Indonesia and Sierra Leone
- Samaritan's Purse projects in Bosnia, Russia and Sudan

(Left) BGEA Board Member Bill Pauls went to Honduras as the World Emergency Fund helped to provide relief following Hurricane Mitch.

(Inset) Local residents in Sudan gathered eagerly when a relief flight arrived.

(Right) Franklin Graham is surrounded by excited children in Honduras as he helped with the relief effort there.



*Pray to the Lord . . . proclaim the good news of His salvation from day to day.*

*1 Chronicles 16:23, NKJV*



# TV TELEPHONE MINISTRY

Televised Crusades and films include a telephone number that people can call for spiritual help. These calls are directed to nine regional Telephone Centers across North America, Hawaii and the Bahamas. The regional Centers are staffed several times a year by more than 3,500 trained and dedicated volunteers who answer the phones over the one-week telecast period. An ongoing challenge for the Centers is having enough volunteers to answer the calls.

Nearly 30% of the 20,000 calls that came in 1998 were from people who received Christ through the telecast and the telephone conversation with a volunteer. Callers often relate how God has spoken to them through the message from Billy Graham or through a World Wide Pictures movie aired on television.

## RESPONSE CENTER

To provide immediate information and service to seekers and friends of BGEA, the Billy Graham Response Center opened in 1998. During its first seven months, the center received nearly 19,000 calls from individuals using the new toll-free number, 1-877-2GRAHAM (1-877-247-2426).

The Response Center strives to answer the callers' needs right away rather than transfer them to other departments. Workers have information at their fingertips about every ministry of the Association and many other Christian organizations. Callers can inform staff of address changes or make contributions using a major credit card right over the telephone.

The toll-free number was initially announced June 8 on the new "Decision Today" radio program. The number is now being publicized through "The Hour of Decision," DECISION magazine, the Internet and direct mail.

Most of the callers request the current free offer, but many also inquire about ministries of the Association, express a desire for salvation, or ask for prayer or other spiritual help.

The Response Center takes calls from 7:00 a.m. to 7:00 p.m. Central Time, Monday through Friday.



"I wanted to thank you for the exceptional phone ministry and to say our family's lives are taking a much better direction since one of your prayer volunteers prayed for us several months ago. Thank you for caring."

A Kentucky mother

One caller asked, "Can you tell me what this Response Center is all about?" After learning more, she said, "My daughter called the Response Center a few weeks ago. She is 23 years old, was living with her boyfriend and has a child. She was into Nazism and satanism. She called the Response Center and became a Christian. She was sent a Bible and literature to study. She told her boyfriend that they either had to get married or he had to move out. They got married and are now both going to church."

When viewers of televised Crusades or films call, trained volunteers (right) provide spiritual help and often pray with callers who receive Christ.



*Look, he is coming with the clouds, and every eye will see him, even those who pierced him.*

Revelation 1:7



# WORLD WIDE PICTURES

World Wide Pictures, BGEA's film ministry, strives to show through high-quality movie productions how Christ's love can meet every need. In 1998, World Wide Pictures released its first full-length feature in a decade, *The Ride*. The movie had a limited theater release in 18 cities, followed by a national television broadcast in August. American Airlines showed the film as an in-flight movie on 2,300 flights in August and is currently showing a Spanish version on flights in South America. *The Ride* is being shown in churches across North America. An estimated 6.5 million North American viewers saw World Wide Pictures films in 1998, resulting in approximately 7,500 decisions.

Now in production is a full-length dramatic film, *A Vow to Cherish*. This is a powerful story of a family's victory, staying faithful to promises made before God and to each other in spite of difficult circumstances. A second production is currently being scripted and is scheduled to be shot in midsummer 1999. With a working title of *Tomy*, this film communicates the biblical principle that if we are faithful in the small things in our lives and vocations, our actions will honor God.

Internationally, World Wide Pictures films are distributed by the International Ministries division of the BGEA.

## CHRISTIAN GUIDANCE

Hope in Jesus Christ is the message presented to people in need by the Christian Guidance Department.

More than 130,000 people from North America and around the world contacted Christian Guidance through letters, telephone calls, e-mail, telecast follow-up forms, comment cards from World Wide Pictures film showings and the Billy Graham Center, and personal visits. E-mail contacts especially increased significantly.

Trained and dedicated correspondents used a clear presentation of the Gospel, biblical counsel and appropriate literature to minister to these people. Those needing specialized or ongoing counsel were referred to other ministries that could assist them. Many others were helped through Questions and Answers placed on the BGEA website ([www.billygraham.org](http://www.billygraham.org)).

More and more people are seeking guidance as a result of new BGEA programs. New technology is providing more effective ways to share biblical truths and God's salvation with people who seek spiritual help.

(Left) Film crews and actors, shooting a scene from *The Ride*, work diligently to produce high-quality movies with a Christian focus.

(Right) Broadcasting World Wide Pictures films on television reaches many who otherwise might not hear the message of salvation.



"Our two showings of *The Ride* in September met with great success. We saw more than 700 military and civilians in attendance over the two days. Many commented that they had never seen such a fine movie. Three people I knew personally accepted the Lord as a direct result of the Holy Spirit's work through the film."

A military chaplain  
Fort Huachuca, Arizona



*Let the earth hear, and all that is in it,  
the world, and all that comes out of it!*

*Isaiah 34:1*



# BROADCAST MINISTRIES

Declaring the Word of God through every prudent means is the focus of the broadcast ministries of BGEA.

## HOURLY OF DECISION

The long-running "The Hour of Decision" continues to transmit the Gospel message via radio, with messages from Billy Graham's Crusades as the core of each broadcast. In 1998, three of Franklin Graham's Festival messages were presented on "The Hour of Decision" as well. The weekly program is heard on 543 stations in the United States and Canada and on 83 foreign stations in four languages.

The toll-free telephone number for the new Response Center was mentioned at the conclusion of each broadcast, and 2,252 callers in 1998 said they called because of "The Hour of Decision." Many listeners request either printed or taped copies of the messages.

## DECISION TODAY

A new daily radio program, "Decision Today," began airing in 20 locations in June 1998 and will be expanding in 1999 to nearly 200 stations, making it available to 80 percent of the U.S. population. The half-hour program includes news and feature items about BGEA and other ministries, and a brief Bible lesson. Listeners are invited to call the Billy Graham Response Center for a free book or tape and information on any of the ministries mentioned. Past "Decision Today" programs are also available on the Internet ([www.decisiontoday.org](http://www.decisiontoday.org)).

## TELEVISION

Six prime-time television specials in 1998 broadcast the programs and messages of the Billy Graham Crusades to viewers all over the United States and Canada. In addition, the evangelistic film *The Ride* was shown in August as a TV special. In 1999, BGEA again plans to air six major television Crusade specials, as well as broadcasting the World Wide Pictures movie now in production, *A Vow to Cherish*.



"I am quite impressed by your half-hour program, 'Decision Today.' I try to listen whenever possible. I know that it will touch many people's hearts and lives."

A California listener

(Left) A reporter conducts an interview and (inset) technicians edit the tape for the daily radio program, "Decision Today."

(Right) Daily and weekly programs bring the message of Christ to people in homes, offices, cars and wherever there are radios.



*All the ends of the earth will see the salvation  
of our God.*

*Isaiah 52:10*





# INTERNET

God is using the power of the Internet for His glory. The Association witnessed great blessing and outreach in the numbers of people who visited the BGEA websites. In the last six months of 1998, the websites logged 721,471 visits. In that same time, 816 visitors made new commitments to Christ and 3,865 visitors recommitted their lives to Christ.

By enabling secure online transactions, BGEA made it possible for visitors to make donations to the Association via the website, a convenience that some supporters have asked for.

The main BGEA website ([www.billygraham.org](http://www.billygraham.org)) was divided into separate sites, making it easier for users to access information. Selected articles from DECISION magazine are available online, and ALIVE! for youth is posted on the Internet. Also available are sites featuring the "Decision Today" daily radio program, "The Hour of Decision" weekly radio broadcast, information on Amsterdam 2000 and various Crusades, and an e-mail form to request the current free offer.

In October, the first live online broadcast (webcast) of a Billy Graham Crusade took place. October was a record traffic month, with visits totaling 217,504.



"Thanks for a great website. Just another tool to be used for God! I pray that unbelievers would just log in and explore this site and hopefully, with the drawing power of the Holy Spirit, many will be saved!"

An e-mail message

## FREQUENTLY USED INTERNET ADDRESSES

The current, and growing, list of BGEA websites includes:

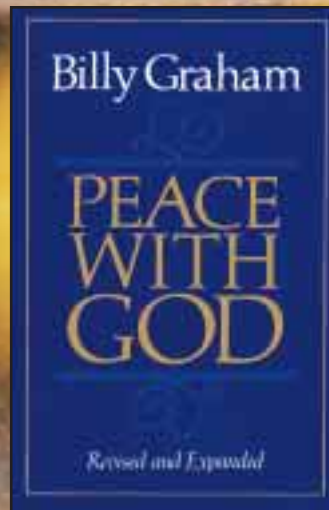
- Official website of the BGEA. . . . . [www.billygraham.org](http://www.billygraham.org)
- DECISION magazine online. . . . . [www.decisionmag.org](http://www.decisionmag.org)
- "Decision Today" daily radio program online . . . . . [www.decisiontoday.org](http://www.decisiontoday.org)
- "The Hour of Decision" weekly radio program online . . . [www.hod.billygraham.org](http://www.hod.billygraham.org)
- Official site for World Wide Pictures . . . . . [www.wwp.org](http://www.wwp.org)
- Official site for Grason bookstore. . . . . [www.grason.org](http://www.grason.org)
- International Ministries online . . . . . [www.im.billygraham.org](http://www.im.billygraham.org)
- Schools of Evangelism online. . . . . [www.soe.billygraham.org](http://www.soe.billygraham.org)
- Television specials site. . . . . [www.tv.billygraham.org](http://www.tv.billygraham.org)
- Alive! magazine online. . . . . [www.aliveonline.org](http://www.aliveonline.org)
- Spiritual help site. . . . . [www.theway.billygraham.org](http://www.theway.billygraham.org)
- Involvement Opportunities site . . . . . [www.volunteer.billygraham.org](http://www.volunteer.billygraham.org)
- Official site for the Amsterdam 2000 conference. . . . . [www.amsterdam2000.org](http://www.amsterdam2000.org)



(Left) Internet editors seek to utilize the latest technology to reach and teach people how to follow Christ.

Heaven and earth will pass away, but my words will never pass away.

Luke 21:33



# MAGAZINES

DECISION magazine is timeless in its presentation of the unchanging Gospel of Jesus Christ and contemporary in its presentation of articles and messages that touch the lives of people today. In 1998, more than 20 million copies of DECISION magazine were sent to homes, offices, prisons, churches and other institutions in North America and around the world. The magazine is also available on the DECISION website ([www.decisionmag.org](http://www.decisionmag.org)).

The magazine has a twofold purpose: evangelism and nurture. Believers use the magazine as an evangelistic tool, giving it to friends, neighbors and relatives who do not know the saving grace of Jesus Christ. Christians are nurtured, encouraged and strengthened in their daily walk with Jesus through messages and articles that clearly present the claims of Christ and the teachings of the Bible.

ALIVE! magazine has helped young people come to know Christ and has encouraged them in their daily lives. Messages by Billy and Franklin Graham, interviews with famous and with ordinary people, and special articles all focus on the younger generation. ALIVE! has also been available on the Internet ([www.aliveonline.org](http://www.aliveonline.org)) since 1997. In 1999, it will be offered only online. Young people, parents and youth pastors say they like and use the features and information they find in ALIVE!

## WORLD WIDE PUBLICATIONS/GRASON

Nurturing believers in their Christian walk and presenting God's Word of truth to nonbelievers is the goal of the literature division of BGEA, World Wide Publications/Grason.

Christian books, music and other materials are promoted and distributed to individuals and wholesale to bookstores through Grason and World Wide Publications.



"Thank you so much for your article in DECISION, 'What Is a Christian?' by Billy Graham. It was the most clear, concise evangelistic tool I've seen in years. I used it to witness to my friend's entire family, and I was so blessed by how it helped me share my faith."

A woman in Pennsylvania

"I recommend the *Personal Prayer Journal*. . . . It is simple and easy to understand. Thank you for giving me such a clear vision of how to pray and what to pray for."

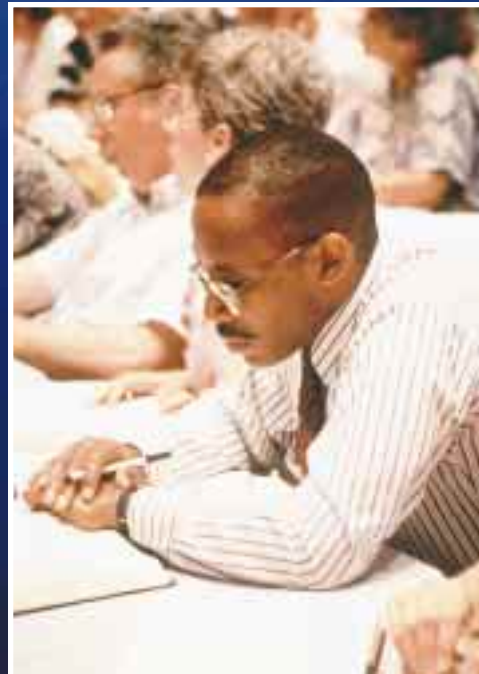
A man in Tennessee



(Left) Christian literature delivers the Word of God to people through DECISION magazine and World Wide Publications/Grason.

Grow in the grace and knowledge of our Lord and Savior Jesus Christ. To him be glory both now and forever!

2 Peter 3:18



# THE COVE

Some of the finest Christian teachers from around the world brought God's Word to the forefront of the lives of more than 8,600 seminar participants at the Billy Graham Training Center at The Cove in Asheville, North Carolina, in 1998. The Cove's purpose is to train people in God's Word to win others to Christ, so that participants are not only changed but are stimulated to be change agents for the glory of God.

Almost two-thirds of the seminar participants were first-time attendees. The Cove Camp ministered to 1,878 young people, while the conference ministry hosted 1,559 people, representing 24 Christian organizations and churches. The Cove's Visitor's Center welcomed 18,500 visitors and 262 tour groups.

The Cove will present 50 biblically based seminars in 1999 designed to take participants a step further in their Christian walk so they, in turn, can influence others for Christ. New and updated workshops, along with refreshing interactive sessions, will continue to reinforce the seminar sessions and help participants create an action plan to reach their family and friends for Christ.



"Speakers were so encouraging, making us think and want to do more with our spiritual journey. Once again we are leaving refreshed in spirit and renewed in commitment to Jesus."

A seminar participant



(Left) An atmosphere of relaxation and beautiful mountain surroundings of North Carolina provide an ideal setting for studying the Bible at The Cove.

*They will come trembling to the LORD  
and to his blessings in the last days.*

*Hosea 3:5*



# SCHOOLS OF EVANGELISM

Learning how to introduce the blessings of God to those who do not know the Lord is the focus of the Billy Graham Schools of Evangelism.

The four- to five-day intensive courses are intended primarily for pastors and Christian workers. However, anyone interested in evangelism, including other church staff, parachurch ministry workers, missionaries, youth workers, Sunday school teachers, etc., can gain valuable training.

The Schools provide a means for renewal, recommitment, learning and sharing. They take place in various locations throughout North America. In 1998, Schools were held in Orlando, Florida; Toronto, Ontario; Lake Louise, Alberta; and Monterey, California.



## BILLY GRAHAM CENTER

Encouraging evangelism and missions at home and abroad is the focus of the Billy Graham Center at Wheaton College in Wheaton, Illinois. The Center's Museum hosted 37,229 visitors in 1998, and the evangelistic displays prompted 599 to fill out decision cards.

Conferences at the Center encourage and train evangelists, help mission agencies identify key strategies for assisting non-Western indigenous ministries, and facilitate the planning of Gospel outreach activities to targeted groups.

## GRAHAM FUND FOR EVANGELISM

The Graham Fund for Evangelism helps to sustain, with long-term support, projects of the Billy Graham Evangelistic Association related to the training of Christian believers, and Christian witness in the world. It exists to participate in world evangelism.

"I was hurting, disillusioned by our church ministry, angry. This week has been one of deep healing, fresh perspective and the growing of a passion, lost for many years—the passion for those needing Jesus. Praise Him! And thanks!"

A pastor who attended a School of Evangelism

"The teaching and fellowship were so refreshing and challenging in renewing our focus on what God has called us to do—people need the Lord! May this ministry yield bountifully in seeing countless lives changed for eternity as you enable us to touch lives for Christ!"

A School of Evangelism participant



(Left) The BGEA Schools of Evangelism provide intensive training in evangelism through inspirational speakers and specialized seminars.

# BOARD OF DIRECTORS 1998



*Clifford B. Barrows*  
Music & Program Director  
Billy Graham Evangelistic  
Association  
Marietta, Georgia  
Elected 1950



*Allan C. Emery, Jr. †*  
Deputy Chairman of Executive  
Committee  
Billy Graham Evangelistic  
Association  
Boca Raton, Florida  
Elected 1967



*Michael E. Haynes*  
Minister  
Twelfth Baptist Church  
Boston, Massachusetts  
Elected 1987



*George F. Bennett †*  
Chairman Emeritus  
State Street Investment Trust  
Boston, Massachusetts  
Elected 1973



*Marjorie Gieser*  
Freelance Artist/Sculptor  
Wheaton, Illinois  
Elected 1992



*Herbert P. Hess †*  
Managing Director  
Berents & Hess Capital  
Management, Inc.  
Boston, Massachusetts  
Elected 1979



*Richard G. Capen, Jr.*  
Former U.S. Ambassador to Spain  
Corporate Director & Author  
Rancho Santa Fe, California  
Elected 1990



*Billy Graham*  
Evangelist & Chairman  
Billy Graham Evangelistic  
Association  
Montreat, North Carolina  
Elected 1950



*Edward V. Hill*  
Pastor  
Mt. Zion Missionary Baptist Church  
Los Angeles, California  
Elected 1973



*Melvin L. Cheatham*  
Neurosurgeon  
Ventura, California  
Elected 1997



*Melvin Graham*  
Farmer/Land Trader  
Matthews, North Carolina  
Elected 1985



*Roger A. James*  
Family Physician  
Asheville, North Carolina  
Elected 1985



*John R. Corts*  
President & Chief Operating Officer  
Billy Graham Evangelistic  
Association  
Minneapolis, Minnesota  
Elected 1987



*Wm. Franklin Graham, III †*  
First Vice Chairman  
Billy Graham Evangelistic Association  
President  
Samaritan's Purse—U.S.A.  
Boone, North Carolina  
Elected 1979



*C. Howard Kast † \**  
Business & Financial Consultant  
Denver, Colorado  
Elected 1987

## OFFICERS

Chairman & Chief Executive Officer .....	Billy Graham
First Vice Chairman .....	Wm. Franklin Graham, III
Vice Chairman .....	Clifford B. Barrows
Chairman of Executive Committee .....	C. William Pollard
Deputy Chairman of Executive Committee .....	Allan C. Emery, Jr.
President & Chief Operating Officer .....	John R. Corts
Vice President-Finance/Controller & Secretary .....	Joel B. Aarsvold
Treasurer .....	George F. Bennett
Assistant Treasurer .....	Graeme M. Keith

## BOARD COMMITTEE CHAIRPERSONS

Executive Committee .....	C. William Pollard
Audit Review Committee .....	Graeme M. Keith
Corporate Compensation Committee .....	Guy Martin
Finance Committee .....	George F. Bennett
Graham Center Liaison Committee .....	Sterling W. Huston
Insurance Committee .....	C. Howard Kast
Investment Committee .....	George F. Bennett
Nominating Committee .....	Billy Graham
Pension Committee .....	Herbert P. Hess
Personnel Committee .....	Edward V. Hill

## BOARD MEMBERS EMERITUS

Wallace E. Berg Elected 1973 Emeritus 1997	Arthur P. Johnston Elected 1983 Emeritus 1997	William B. Walton, Sr. Elected 1978 Emeritus 1997
David L. Burnham Elected 1985 Emeritus 1998	Harold E. Martin Elected 1978 Emeritus 1998	





**Graeme M. Keith** † \*  
Chairman  
The Keith Corporation  
Charlotte, North Carolina  
Elected 1990



**Charles O. Morgan, Jr.** †  
Attorney  
Miami, Florida  
Elected 1983



**Ruth Shanahan**  
President  
Crowley Shanahan Foundation  
Dallas, Texas  
Elected 1992



**Greg Laurie**  
Senior Pastor  
Harvest Christian Fellowship  
Riverside, California  
Elected 1994



**Carlos Morris** †  
Chairman of the Board  
Stewart Information Services  
Corporation  
Houston, Texas  
Elected 1957



**Geo. M. Wilson**  
Business Consultant  
Minneapolis, Minnesota  
Elected 1950



**Anne Graham Lotz**  
President  
AnGeL Ministries  
Raleigh, North Carolina  
Elected 1994



**William B. Pauls**  
President  
The Pauls Corporation, LLC  
Englewood, Colorado  
Elected 1997



**T. W. Wilson**  
Executive Assistant  
Associate Evangelist  
Billy Graham Evangelistic  
Association  
Montreat, North Carolina  
Elected 1983



**Guy A. Martin** †  
Woodland Hills Honda-Chevrolet  
Woodland Hills, California  
Elected 1967



**C. William Pollard** † \*  
Chairman  
The ServiceMaster Company  
Downers Grove, Illinois  
Elected 1986



**Hon. Stephen E. Merrill**  
Former Governor of New Hampshire  
Attorney  
President, Bingham Consulting Group  
at Bingham, Dana LLP  
Boston, Massachusetts  
Elected 1997



**Betty Jane Scheihing** † \*  
Senior Vice President, Operations  
Arrow Electronics, Inc.  
Melville, New York  
Elected 1987

\* Audit Review Committee  
† Executive Committee

## BGEA OF CANADA BOARD OF DIRECTORS 1998

**John R. Corts** †  
President & Chief Operating Officer  
Billy Graham Evangelistic  
Association  
Minneapolis, Minnesota, U.S.A.  
Elected 1988

**Billy Graham** †  
Evangelist & Chairman  
Billy Graham Evangelistic  
Association  
Montreat, North Carolina, U.S.A.  
Elected 1968

**Wm. Franklin Graham, III** †  
First Vice Chairman  
Billy Graham Evangelistic Association  
Chairman  
Samaritan's Purse—Canada  
Calgary, Alberta, Canada  
Boone, North Carolina, U.S.A.  
Elected 1995

**David C. Kaiser** \*  
Owner/Operator  
McDonald Restaurant  
Cranbrook, British Columbia, Canada  
Elected 1996

**Donovan A. McCarthy, Q. C.** † \*  
Retired Chairman  
Manitoba Public  
Insurance Corporation  
Winnipeg, Manitoba, Canada  
Elected 1968

**Geoffrey L. Moore**  
President  
Geoffrey L. Moore & Associates  
Thornhill, Ontario, Canada  
Elected 1995

**L. Claude Simmonds** †  
Chairman  
A. C. Simmonds & Sons, Ltd.  
Pickering, Ontario, Canada  
Elected 1978

**B. J. (Barrie) Smith** \*  
Director of Marketing  
MacDon Industries, Ltd.  
Winnipeg, Manitoba, Canada  
Elected 1993

**IN MEMORY**  
Harland C. Hastings  
1920-1999  
Member of BGEA of Canada  
Board of Directors  
1978-1999

## OFFICERS

Chairman .....Billy Graham  
Vice Chairman .....Donovan A. McCarthy  
Secretary.....B. J. (Barrie) Smith  
Assistant Secretary .....Joel B. Aarsvold  
Treasurer .....John R. Corts

\* Audit Review Committee  
† Executive Committee

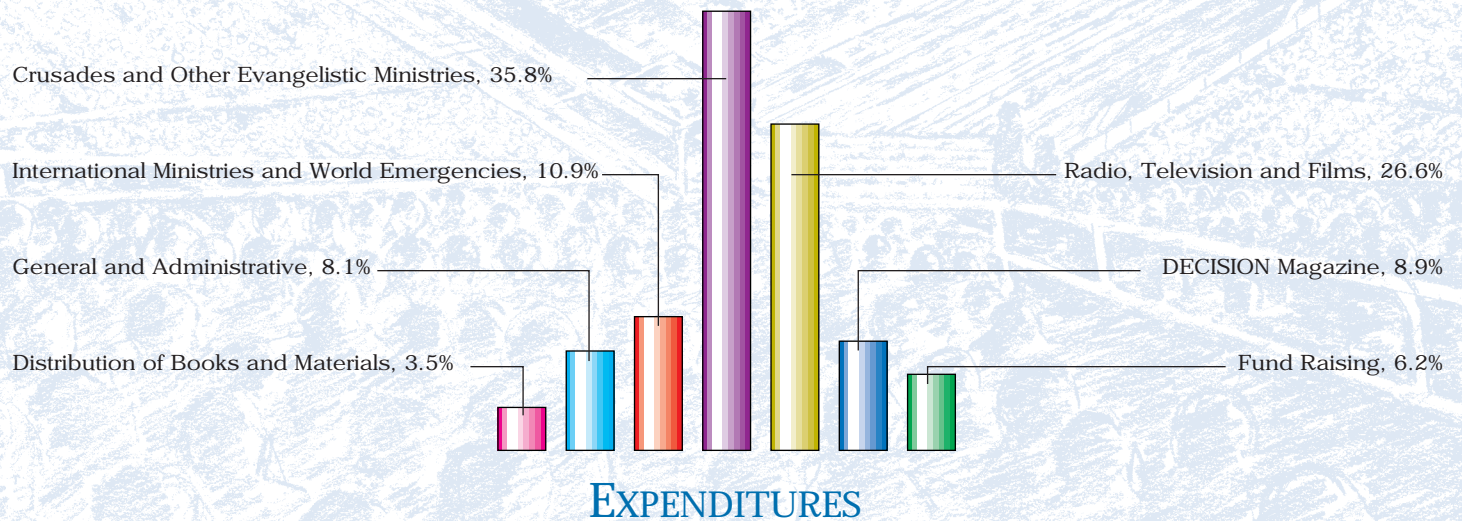
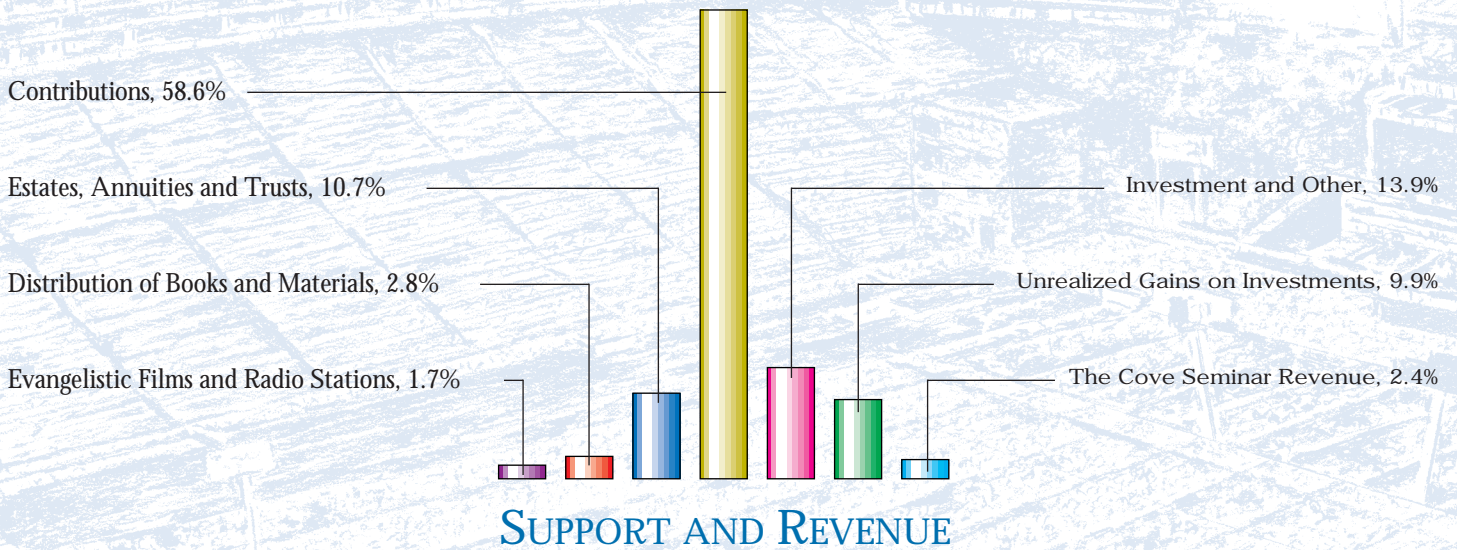
## BOARD MEMBERS EMERITUS

Frederick A. Lang  
Elected 1968  
Emeritus 1992

Geo. M. Wilson  
Elected 1968  
Emeritus 1988

Ross L. Willows  
Elected 1976  
Emeritus 1993

# FINANCIAL



The BGEA constantly strives to maximize ministry and minimize administrative costs. Our 1998 general and administrative expense was 8.1% with an additional 6.2% for fund raising. This supports the 85.7% used to accomplish our mission.

## Report of Independent Auditors

Board of Directors  
Billy Graham Evangelistic Association

We have audited the accompanying combined statement of financial position of Billy Graham Evangelistic Association and Affiliated Organizations as of December 31, 1998, and the related combined statements of activities and cash flows for the year then ended. These financial statements are the responsibility of the Association's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the combined financial position of Billy Graham Evangelistic Association and Affiliated Organizations at December 31, 1998, and its combined changes in net assets and cash flows for the year then ended in conformity with generally accepted accounting principles.

 Ernst & Young LLP

February 12, 1999

**BILLY GRAHAM EVANGELISTIC ASSOCIATION AND AFFILIATED ORGANIZATIONS**  
**COMBINED STATEMENT OF FINANCIAL POSITION**  
**DECEMBER 31, 1998**

Billy Graham Evangelistic Association

	General Ministries	Training Center at The Cove	Total
<b>ASSETS</b>			
<b>ASSETS AVAILABLE FOR CURRENT MINISTRIES</b>			
Cash and cash equivalents	\$ 32,010,118	\$ 20,000	\$ 32,030,118
Short-term investments	23,972,960	—	23,972,960
Receivables from:			
Distribution of books and films	—	—	—
Other	298,863	—	298,863
Accounts receivable from (payable to) affiliated organizations	( 1,012,915 )	—	( 1,012,915 )
Inventories of books, supplies and materials	—	—	—
Prepaid expenses and miscellaneous assets	642,146	—	642,146
	55,911,172	20,000	55,931,172
<b>OTHER ASSETS</b>			
Investments functioning as endowment	70,776,931	60,075,920	130,852,851
Other long-term investments	—	—	—
Real estate held for sale	410,639	—	410,639
Mortgage deeds receivable	460,778	—	460,778
Unamortized television and film production costs	899,388	—	899,388
	72,547,736	60,075,920	132,623,656
<b>INVESTMENTS IN DEFERRED GIVING PROGRAM</b>			
Gift annuity, endowment and irrevocable trusts	59,042,612	—	59,042,612
Revocable trusts	34,241,244	—	34,241,244
	93,283,856	—	93,283,856
<b>FIXED ASSETS</b>			
Land	1,663,654	7,234,340	8,897,994
Buildings and improvements	7,455,182	29,575,759	37,030,941
Equipment, furniture and fixtures	13,946,056	4,784,599	18,730,655
	23,064,892	41,594,698	64,659,590
Less depreciation	( 13,168,366 )	( 13,697,186 )	( 26,865,552 )
	9,896,526	27,897,512	37,794,038
Total assets	\$231,639,290	\$87,993,432	\$319,632,722
<b>LIABILITIES AND NET ASSETS</b>			
<b>LIABILITIES RELATING TO CURRENT MINISTRIES</b>			
Suppliers	\$ 4,183,602	\$ —	\$ 4,183,602
Employees for salaries and wages	1,605,468	—	1,605,468
Pension plan	1,499,658	—	1,499,658
Accrued expenses	2,325,595	—	2,325,595
Unearned subscriptions for future issues of DECISION magazine	3,970,550	—	3,970,550
	13,584,873	—	13,584,873
<b>DUE TO GENERAL MINISTRIES (FROM THE COVE)</b>	( 46,657,191 )	46,657,191	—
<b>DEFERRED GIVING PROGRAM</b>			
Gift annuities payable	39,078,954	—	39,078,954
Funds held for others	6,762,101	—	6,762,101
Revocable trust agreements refundable	34,241,244	—	34,241,244
<b>NET ASSETS</b>			
Unrestricted:			
Funds functioning as endowment	70,776,931	60,075,920	130,852,851
Undesignated	107,253,970	( 18,739,679 )	88,514,291
Total unrestricted	178,030,901	41,336,241	219,367,142
Temporarily restricted	4,041,266	—	4,041,266
Permanently restricted	2,557,142	—	2,557,142
Total net assets	184,629,309	41,336,241	225,965,550
Total liabilities and net assets	\$231,639,290	\$87,993,432	\$319,632,722

See accompanying notes.

Billy Graham Evangelistic Association of Canada	Graham Fund for Evangelism	Other Affiliates	Combined
\$ 869,197	\$ 3,706	\$ 5,210,952	\$ 38,113,973
430,974	—	—	24,403,934
—	—	558,713	558,713
55,637	677,472	313,102	1,345,074
( 490,683 )	—	1,503,598	—
—	—	943,679	943,679
5,825	—	310,941	958,912
870,950	681,178	8,840,985	66,324,285
—	—	—	130,852,851
3,137,018	24,884,121	—	28,021,139
—	—	—	410,639
—	—	—	460,778
—	—	1,625,427	2,524,815
3,137,018	24,884,121	1,625,427	162,270,222
77,222	—	—	59,119,834
2,408,359	—	—	36,649,603
2,485,581	—	—	95,769,437
—	—	202,685	9,100,679
12,382	—	1,245,726	38,289,049
201,592	—	6,569,274	25,501,521
213,974	—	8,017,685	72,891,249
( 115,022 )	—	( 4,134,649 )	( 31,115,223 )
98,952	—	3,883,036	41,776,026
\$6,592,501	\$25,565,299	\$14,349,448	\$366,139,970
\$ 47,779	\$ —	\$ 540,409	\$ 4,771,790
18,620	—	117,506	1,741,594
—	—	47,221	1,546,879
17,916	—	67,650	2,411,161
237,185	—	—	4,207,735
321,500	—	772,786	14,679,159
—	—	—	—
—	—	—	39,078,954
25,547	—	—	6,787,648
2,408,359	—	—	36,649,603
—	—	—	130,852,851
3,785,419	25,565,299	13,576,662	131,441,671
3,785,419	25,565,299	13,576,662	262,294,522
37,300	—	—	4,078,566
14,376	—	—	2,571,518
3,837,095	25,565,299	13,576,662	268,944,606
\$6,592,501	\$25,565,299	\$14,349,448	\$366,139,970



# BILLY GRAHAM EVANGELISTIC ASSOCIATION AND AFFILIATED ORGANIZATIONS

## COMBINED STATEMENT OF ACTIVITIES

### YEAR ENDED DECEMBER 31, 1998

#### Billy Graham Evangelistic Association

	General Ministries	Training Center at The Cove	Total
<b>CHANGES IN UNRESTRICTED NET ASSETS</b>			
<b>SUPPORT AND REVENUE</b>			
During the year, support and revenue from donors and various evangelistic activities consisted of:			
Contributions	\$74,390,727	\$ 207,145	\$ 74,597,872
Distribution of religious books and related evangelistic materials	—	—	—
Evangelistic film showings in churches	—	—	—
Proceeds from estates, annuities and trusts	14,740,099	—	14,740,099
The Cove seminar revenue	—	3,435,100	3,435,100
Radio stations revenue	—	—	—
Investment and other income	13,578,757	4,349,381	17,928,138
Unrealized gains (losses) on investments	9,610,515	4,404,618	14,015,133
So that total support and revenue aggregated	112,320,098	12,396,244	124,716,342
<b>EXPENDITURES</b>			
Operating costs incurred in providing our evangelistic ministries included:			
Radio, television and films	21,327,372	—	21,327,372
Distribution of religious books and related evangelistic materials	—	—	—
DECISION magazine	8,863,460	—	8,863,460
International ministries and world emergencies	10,346,956	—	10,346,956
Crusades and other evangelistic ministries	27,913,383	8,469,738	36,383,121
	68,451,171	8,469,738	76,920,909
Fund raising	5,638,218	—	5,638,218
General and administrative to support the above ministries	7,387,674	—	7,387,674
Thus our total expenditures for the year were	81,477,063	8,469,738	89,946,801
Resulting in an excess (deficit) of support and revenue over expenditures before transfers of	30,843,035	3,926,506	34,769,541
Transfers between affiliated organizations	( 1,500,000 )	—	( 1,500,000 )
Foreign currency translation	—	—	—
Increase (decrease) in unrestricted net assets	29,343,035	3,926,506	33,269,541
<b>CHANGES IN TEMPORARILY RESTRICTED NET ASSETS</b>			
Principal receipts	757,061	—	757,061
Investment income	595,815	—	595,815
Net unrealized and realized gains (losses) on investments	78,484	—	78,484
Payments to participants and others	( 538,908 )	—	( 538,908 )
Principal released to Association by gift or death of participant	( 870,395 )	—	( 870,395 )
Increase (decrease) in temporarily restricted net assets	22,057	—	22,057
<b>CHANGES IN PERMANENTLY RESTRICTED NET ASSETS</b>			
Principal receipts	847	—	847
Investment income	176,552	—	176,552
Net unrealized and realized gains (losses) on investments	199,702	—	199,702
Payments to participants and others	( 85,317 )	—	( 85,317 )
Income released to Association	( 278,138 )	—	( 278,138 )
Increase (decrease) in permanently restricted net assets	13,646	—	13,646
Resulting in a change in net assets	29,378,738	3,926,506	33,305,244
Net assets at beginning of year	155,250,571	37,409,735	192,660,306
Net assets at end of year	\$184,629,309	\$41,336,241	\$225,965,550

See accompanying notes.

Billy Graham Evangelistic Association of Canada	Graham Fund for Evangelism	Other Affiliates	Combined
\$4,464,222	\$ —	\$ 4,011,630	\$ 83,073,724
—	—	3,944,169	3,944,169
74,523	—	1,561,385	1,635,908
453,749	—	—	15,193,848
—	—	—	3,435,100
—	—	797,088	797,088
280,361	949,916	434,693	19,593,108
(16,662)	60,422	—	14,058,893
5,256,193	1,010,338	10,748,965	141,731,838
1,977,859	—	5,396,384	28,701,615
—	—	3,791,413	3,791,413
742,241	—	—	9,605,701
1,433,601	—	—	11,780,557
1,276,200	1,084,568	—	38,743,889
5,429,901	1,084,568	9,187,797	92,623,175
583,922	—	498,401	6,720,541
231,836	41,475	1,084,190	8,745,175
6,245,659	1,126,043	10,770,388	108,088,891
(989,466)	(115,705)	(21,423)	33,642,947
—	1,000,000	500,000	—
(297,606)	—	—	(297,606)
(1,287,072)	884,295	478,577	33,345,341
1,085	—	—	758,146
3,191	—	—	599,006
(2,066)	—	—	76,418
(3,227)	—	—	(542,135)
—	—	—	(870,395)
(1,017)	—	—	21,040
—	—	—	847
903	—	—	177,455
(1,023)	—	—	198,679
—	—	—	(85,317)
—	—	—	(278,138)
(120)	—	—	13,526
(1,288,209)	884,295	478,577	33,379,907
5,125,304	24,681,004	13,098,085	235,564,699
\$3,837,095	\$25,565,299	\$13,576,662	\$268,944,606



# BILLY GRAHAM EVANGELISTIC ASSOCIATION AND AFFILIATED ORGANIZATIONS

## COMBINED STATEMENT OF CASH FLOWS

### YEAR ENDED DECEMBER 31, 1998

Billy Graham Evangelistic Association			
	General Ministries	Training Center at The Cove	Total
<b>OPERATING ACTIVITIES</b>			
Change in net assets	\$29,378,738	\$3,926,506	\$33,305,244
Adjustments to reconcile change in net assets to net cash provided by (used in) operating activities:			
Depreciation and amortization expense	2,954,771	2,005,802	4,960,573
Amortization of premiums (discounts) on securities	(2,025,000)	—	(2,025,000)
Unrealized (gains) losses on investments	(8,079,635)	(4,404,618)	(12,484,253)
Donations of real estate and mortgage deeds receivable	(147,993)	—	(147,993)
Proceeds from the sale of donated real estate	139,503	—	139,503
Changes in operating assets and liabilities:			
(Increase) decrease in receivables	(319,409)	—	(319,409)
Increase in inventories and prepaid expenses	937,078	—	937,078
Increase (decrease) in liabilities relating to current ministries	(2,257,579)	—	(2,257,579)
Net cash provided by (used in) operating activities	20,580,474	1,527,690	22,108,164
<b>INVESTING ACTIVITIES</b>			
Purchases of investments	(23,129,912)	—	(23,129,912)
Maturities of investments	39,571,000	—	39,571,000
Net change in endowments	(6,455,389)	(4,349,381)	(10,804,770)
Additions to unamortized television and film production costs	(1,297,682)	—	(1,297,682)
Purchases of fixed assets	(3,054,328)	(577,736)	(3,632,064)
Net change in deferred giving	(1,101,100)	—	(1,101,100)
Other	296,226	49,586	345,812
Net cash (used in) provided by investing activities	4,828,815	(4,877,531)	(48,716)
<b>FINANCING ACTIVITIES</b>			
Advances to The Cove	(3,349,841)	3,349,841	—
Net cash (used in) provided by financing activities	(3,349,841)	3,349,841	—
Increase (decrease) in cash and cash equivalents	22,059,448	—	22,059,448
Cash and cash equivalents at the beginning of the year	9,950,670	20,000	9,970,670
Cash and cash equivalents at the end of the year	\$ 32,010,118	\$ 20,000	\$ 32,030,118

See accompanying notes.

# BILLY GRAHAM EVANGELISTIC ASSOCIATION AND AFFILIATED ORGANIZATIONS

## NOTES TO COMBINED FINANCIAL STATEMENTS

### DECEMBER 31, 1998

#### 1. SIGNIFICANT ACCOUNTING POLICIES

*Description of Ministry:* The mission of the Association is to support the evangelistic ministry and calling of Billy Graham through community crusades, radio, television, DECISION magazine, seminars and any other means to spread the Gospel of Jesus Christ. Support is received from individual donors through contributions, deferred giving programs and evangelistic activities.

*Principles of Combination:* The combined financial statements include Billy Graham Evangelistic Association and all significant affiliated organizations. Included in the other affiliates column are:

- Blue Ridge Broadcasting Corporation
- Christian Broadcasting Association
- World Wide Pictures
- World Wide Publications

The affiliated organizations have ministries that strengthen the ministries of the Association and share the same goals and purposes. All significant intercompany accounts and transactions have been eliminated.

The assets and liabilities of Billy Graham Evangelistic Association of Canada are translated at current exchange rates, while income and expense items are translated at average exchange rates prevailing during the year. The foreign exchange translation at December 31, 1998, of \$297,606 is included in the combined statement of activities.

*Cash Equivalents:* Cash equivalents include all highly liquid investments with a maturity of three months or less when purchased. Cash and cash equivalents included in investments functioning as endowment and investments in the deferred giving program are not considered cash and cash equivalents for purposes of the statement of cash flows.



Billy Graham Evangelistic Association of Canada	Graham Fund for Evangelism	Other Affiliates	Combined
\$ ( 1,288,209 )	\$ 884,295	\$ 478,577	\$33,379,907
28,438	—	1,795,324	6,784,335
( 264,482 )	19,056	—	( 2,270,426 )
284,292	( 60,422 )	—	( 12,260,383 )
—	—	—	( 147,993 )
—	—	—	139,503
339,604	( 361,250 )	105,401	( 235,654 )
11,731	—	116,663	1,065,472
( 431,250 )	—	365,915	( 2,322,914 )
( 1,319,876 )	481,679	2,861,880	24,131,847
( 1,347,661 )	( 9,489,005 )	—	( 33,966,578 )
2,032,985	—	—	41,603,985
—	—	—	( 10,804,770 )
—	—	( 754,194 )	( 2,051,876 )
( 5,574 )	—	( 594,175 )	( 4,231,813 )
1,138	—	—	( 1,099,962 )
13,062	—	—	358,874
693,950	( 9,489,005 )	( 1,348,369 )	( 10,192,140 )
—	—	—	—
—	—	—	—
( 625,926 )	( 9,007,326 )	1,513,511	13,939,707
1,495,123	9,011,032	3,697,441	24,174,266
\$ 869,197	\$ 3,706	\$ 5,210,952	\$38,113,973

*Inventories:* Inventories are stated at the lower of cost (first-in, first-out method) or market.

*Cost of Film Rights, Prints and Productions:* Costs relating to film rights, prints and productions are amortized using the individual film forecast method which amortizes such costs to operations in the same ratio that gross revenues bear to anticipated total gross revenues.

*Fixed Assets:* Land is carried at cost; buildings, improvements and equipment are carried at cost less accumulated depreciation. Costs of new facilities and improvements are capitalized while maintenance and repairs are charged to expense in the period incurred. Depreciation of buildings, improvements and equipment is provided by use of the straight-line method which is designed to amortize the costs of the properties over their estimated useful lives.

*Deferred Giving Program:* The Association has a fully funded program whereby deferred gifts can be made through gift annuity and trust participation.

All gift annuity fund assets are held by a local bank and managed by an investment management company. Various state laws require the Association to maintain assets which are equal in amount to the actuarial reserve necessary to pay the annuities plus an additional required reserve. Trust assets are held and managed by the Association.

The Association records assets received in the deferred giving program at their fair value, records the liabilities incurred, and the contribution portion is recognized as income at the time the agreement is executed. Revocable trust agreements are recorded as a refundable liability until the agreement becomes irrevocable or the assets distributed at which time the contribution revenue is recognized.

The Association is also named as a beneficiary in revocable trusts and wills which are not managed by the Association. These assets are not included in the combined statement of financial position as the Association's share of these assets cannot be determined.

*DECISION Magazine:* A portion of gifts received, representing the subscription price of DECISION magazine, is allocated to unearned subscriptions and is amortized to income over a twelve-month period following receipt.

*Funds Functioning as Endowment:* The Association's Board of Directors has designated a portion of unrestricted net assets as funds functioning as endowment. Separate fund designations have been made for the Billy Graham Training Center at The Cove (The Cove Charitable Trust Fund) and for future ministries. However, because the Board has made this designation, it has the right to change its designation or expend the principal by future Board action.



The purpose of The Cove Charitable Trust Fund is to receive, hold and invest property in trust, the income of which is to be used for supporting, maintaining and improving perpetually the facilities and ministry at the Billy Graham Training Center at The Cove consistent with the evangelistic purposes of the Association. However, the investment income is currently being reinvested in the Trust Fund to increase the Fund's investment balance.

*Training Center at The Cove:* The assets, liabilities, support, revenue and expenditures of the Billy Graham Training Center at The Cove have been segregated from the General Ministries of the Association. The \$46,657,191 due to General Ministries represents funds advanced to the Training Center for land and buildings.

*Expense Allocation:* Certain expenses of the Association and affiliates (radio and television, direct mail and postage, and the deferred giving program) relate to both ministries and support services.

The allocation of these joint costs is based on estimates of the content and purpose of these expenditures. Total joint costs and respective allocations are as follows:

Radio, television and films	\$25,343,616
Distribution of books	490,426
DECISION magazine	1,719,466
International ministries	80,236
Other evangelistic ministries	8,885,631
Fund raising	6,427,106
General and administrative	3,009,324
	<hr/>
	\$45,955,805
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*Income Taxes:* The Association and affiliated organizations are exempt from federal income taxes and contributions to them are deductible as charitable contributions under Internal Revenue Code Section 170, except for World Wide Publications, which is a taxable organization. The Internal Revenue Service has issued determination letters to the Association and exempt affiliated organizations stating that they qualify for tax-exempt status under Internal Revenue Code Section 501(c)(3). The Internal Revenue Service has also issued rulings stating that they will not be treated as private foundations within the meaning of Internal Revenue Code Sections 509(a)(1), 509(a)(2) and 509(a)(3), except foreign affiliates.

*Net Asset Classifications:* Permanently restricted net assets include contributions which donors have specified must be maintained in perpetuity. The related income may be expended for such purpose as specified by the donor, or if none, then for any purpose of the Association. Included in permanently restricted assets are primarily the Endowment Fund.

Temporarily restricted net assets are comprised of funds which are restricted by donors for specific purposes or time periods. Included are net assets of the Irrevocable Trusts and Endowment Fund.

Unrestricted net assets represent funds which are fully available, at the discretion of management and the Board of Directors, for the Association to utilize in any of its programs or supporting services.

*Temporarily Restricted Contributions:* The Association records contributions as temporarily restricted if they are received with donor stipulations that limit their use either through purpose or time restrictions. When donor restrictions expire, that is, when a time restriction ends or a purpose restriction is fulfilled, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as proceeds from estates, annuities and trusts. It is the Association's policy to record temporarily restricted contributions received and expended in the same accounting period in the unrestricted net assets class activity.

*Use of Estimates:* The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. Actual results could differ from the estimates.

*Accounting for Long-Lived Assets:* The Association records losses on long-lived assets used in operations when indicators of impairment are present and the undiscounted cash flows estimated to be generated by those assets are less than the assets' carrying amount.

## 2. INVESTMENTS

Short-term investments include investments with a maturity of one year or less and long-term investments include investments with a maturity greater than one year. Marketable equity and debt securities are reported at their fair value. Fair value of investments is based on quoted market prices.

Investments are presented in the combined financial statements as follows:

	Fair Value
For current ministries:	
Cash equivalents	\$ 33,149,139
Short-term investments	24,403,934
Long-term investments	28,021,139
	<hr/>
	85,574,212
Functioning as endowment:	
Cash equivalents	7,694,841
Long-term investments	123,158,010
	<hr/>
	130,852,851
Deferred Giving Program:	
Cash equivalents	5,364,729
Short-term investments	367,081
Long-term investments	90,037,627
	<hr/>
	95,769,437
	<hr/>
Total investments	\$312,196,500
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Investments are composed of the following:

	<u>Fair Value</u>
U.S. common stock	\$ 88,717,135
Money market accounts	63,666,333
U.S. Treasury notes	51,003,375
U.S. corporate bonds	32,725,518
U.S. Treasury bills	25,979,241
U.S. government-backed mortgage securities	21,638,885
U.S. Treasury bonds	7,323,850
Real estate	6,860,973
Other	3,786,615
U.S. municipal bonds	3,422,247
Canada government-backed mortgage securities	2,228,916
Canada interest component	1,968,148
Canadian provincial bonds	1,758,377
U.S. savings bonds	1,116,887
Total investments	<u>\$312,196,500</u>

### 3. DEFERRED GIVING PROGRAM

The assets in the Deferred Giving Program are:

	<u>Assets</u>	<u>Liability</u>	<u>Net Assets</u>
Gift Annuity Fund	\$45,452,502	\$39,078,954	\$ 6,373,548
Irrevocable Trusts	10,966,804	6,760,050	4,206,754
Endowment Fund	2,700,528	27,598	2,672,930
Revocable Trusts	36,649,603	36,649,603	-
	<u>\$95,769,437</u>	<u>\$82,516,205</u>	<u>\$13,253,232</u>

### 4. NET ASSETS

*Temporarily Restricted Net Assets:* Temporarily restricted net assets at December 31, 1998, are available for the following purposes:

Endowment Fund	\$ 147,044
Irrevocable Trusts	3,931,522
	<u>\$4,078,566</u>

*Permanently Restricted Net Assets:* Permanently restricted net assets at December 31, 1998, are available for the following purposes:

Endowment Fund	\$2,534,094
Irrevocable Trusts	37,424
	<u>\$2,571,518</u>

### 5. PENSION PLAN

The Association has a defined contribution target benefit pension plan that covers most employees of the Association and its affiliates. Contributions to the Plan are allocated based on salary, age and hours for each year of service. Contributions to the Plan are determined by the Board of Directors. The Association and its affiliates recorded pension expense of \$1,480,273 for the year ended December 31, 1998.



## 6. INTERNATIONAL MINISTRIES AND WORLD EMERGENCIES

Expenditures for international ministries and distributions for world emergencies during the year were as follows:

Evangelistic ministries:	
Overseas crusades and special projects	\$ 9,547,988
World Emergency Fund and other restricted gifts	1,334,303
Assistance to international affiliates of the Association	285,010
Assistance to other organizations	142,814
	<hr/>
	11,310,115
Overseas radio, television and films	470,442
	<hr/>
	<u>\$11,780,557</u>

Included in the expenditures above are contributions of \$945,667 to Samaritan's Purse for World Emergency Fund projects and \$60,000 to East Gates Ministries International for ministry in Asia. The presidents of Samaritan's Purse and East Gates Ministries International are sons of Billy Graham.

## 7. CRUSADES AND OTHER EVANGELISTIC MINISTRIES

Crusades and other evangelistic ministries include expenditures incurred for community crusades, Christian guidance, printing and mailing of literature and gifts to other religious organizations. Included herein are contributions of \$1,084,568 to Wheaton College and \$144,000 to Gordon-Conwell Theological Seminary. The Association also has a commitment of \$1,000,000 to Gordon-Conwell Theological Seminary payable in 1999. The Association shares several common board members with these institutions. Also in 1998, \$1,450,000 was contributed to Samaritan's Purse primarily for building construction.

## 8. FUNDS FUNCTIONING AS ENDOWMENT

A summary of the change in the funds functioning as endowment for the year is as follows:

	Future Ministries	The Cove Charitable Trust Fund
Amount designated at January 1, 1998	\$56,291,492	\$51,321,921
Income earned on investments	6,455,389	4,349,381
Unrealized gains on investments	8,030,050	4,404,618
	<hr/>	<hr/>
Amount designated at December 31, 1998	<u>\$70,776,931</u>	<u>\$60,075,920</u>

## 9. YEAR 2000 ISSUE (unaudited)

The Association has substantially completed replacing significant portions of its software so that its computer systems will function properly with respect to dates in the Year 2000 and beyond. The Association has initiated discussions with its investment fund managers, financial institutions and other third party vendors to ensure that those parties have appropriate plans to remediate Year 2000 issues where their system interfaces with the Association's systems or otherwise impacts its operations. The Association will need to assess the extent to which its operations are vulnerable should those organizations fail to remediate properly their computer systems.

