

UNTO, INC. d/b/a  
GAIN INTERNATIONAL  
A SUBSIDIARY OF CRU GLOBAL, INC.

Financial Statements  
With Independent Auditors' Report

August 31, 2022 and 2021

**UNTO, INC.**  
**d/b/a GAIN International, a subsidiary of CRU Global, Inc.**

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## INDEPENDENT AUDITORS' REPORT

Board of Directors

Unto, Inc. d/b/a GAiN International, a subsidiary of CRU Global, Inc.  
Plano, Texas

### ***Opinion***

We have audited the accompanying financial statements of Unto, Inc. d/b/a GAiN International, a subsidiary of CRU Global, Inc. which comprise the statements of financial position as of August 31, 2022 and 2021, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Unto, Inc. d/b/a GAiN International, a subsidiary of CRU Global, Inc. as of August 31, 2022 and 2021, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

### ***Basis for Opinion***

We conducted our audits 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 Unto, Inc. d/b/a GAiN International, a subsidiary of CRU Global, Inc. and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### ***Responsibilities of Management for the Financial Statements***

Management is responsible for the preparation and fair presentation of 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 Unto, Inc. d/b/a GAiN International, a subsidiary of CRU Global, Inc.'s ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

Board of Directors  
Unto, Inc. d/b/a GAiN International, a subsidiary of CRU Global, Inc.  
Plano, Texas

***Auditors' Responsibilities for the Audit of the Financial Statements***

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with 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 Unto, Inc. d/b/a GAiN International, a subsidiary of CRU Global, Inc.'s internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Unto, Inc. d/b/a GAiN International, a subsidiary of CRU Global, Inc.'s ability to continue as a going concern for a reasonable period of time.

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

*Capin Crouse LLP*

Irving Texas  
November 18, 2022

**UNTO, INC.**  
**d/b/a GAIN International, a subsidiary of CRU Global, Inc.**

**Statements of Financial Position**

	August 31,	
	2022	2021
<b>ASSETS:</b>		
Cash and cash equivalents	\$ 3,772,736	\$ 3,776,997
Prepaid expenses and other assets	145,901	123,845
Noncash contribution receivable	291,554	437,688
Inventory	8,521,266	6,571,756
Capital assets–net	2,034,427	1,370,969
Total Assets	\$ 14,765,884	\$ 12,281,255
<b>LIABILITIES AND NET ASSETS:</b>		
Liabilities:		
Accounts payable and other liabilities	\$ 602,755	434,506
Net assets:		
Without donor restrictions	13,871,575	11,409,061
With donor restrictions	291,554	437,688
Total net assets	14,163,129	11,846,749
Total Liabilities and Net Assets	\$ 14,765,884	\$ 12,281,255

See notes to financial statements

**UNTO, INC.**  
**d/b/a GAIN International, a subsidiary of CRU Global, Inc.**

**Statements of Activities**

	Year Ended August 31,	
	2022	2021
<b>CHANGE IN NET ASSETS WITHOUT DONOR RESTRICTIONS:</b>		
<b>SUPPORT AND REVENUE:</b>		
Contributions of cash and financial assets	\$ 5,187,999	5,040,679
Contributions of nonfinancial assets–In-kind	11,650,437	7,730,128
Contributions of nonfinancial assets–Inventory enhancement services	864,866	530,969
Contributions of nonfinancial assets–Rent	146,134	120,153
Event registration fees	280,727	136,265
Other income	658,860	300,090
<b>Total Support and Revenue</b>	<b>18,789,023</b>	<b>13,858,284</b>
<b>Expenses:</b>		
Program services	16,948,269	12,545,816
<b>Supporting activities:</b>		
General and administrative	1,044,268	699,469
Fundraising	1,575,567	1,537,802
<b>Total Expenses</b>	<b>19,568,104</b>	<b>14,783,087</b>
<b>Change in Net Assets Without Donor Restrictions</b>	<b>(779,081)</b>	<b>(924,803)</b>
<b>CHANGE IN NET ASSETS WITH DONOR RESTRICTIONS:</b>		
Release of time restriction	(146,134)	(120,153)
<b>Change in Net Assets With Donor Restrictions</b>	<b>(146,134)</b>	<b>(120,153)</b>
<b>Change in Net Assets before Equity Transfer</b>	<b>(925,215)</b>	<b>(1,044,956)</b>
<b>Equity Transfer from CRU Global Inc.</b>	<b>3,241,595</b>	<b>2,704,373</b>
<b>Total Change in Net Assets</b>	<b>2,316,380</b>	<b>1,659,417</b>
<b>Net Assets, Beginning of Year</b>	<b>11,846,749</b>	<b>10,187,332</b>
<b>Net Assets, End of Year</b>	<b>\$ 14,163,129</b>	<b>\$ 11,846,749</b>

See notes to financial statements

**UNTO, INC.**  
**d/b/a GAIN International, a subsidiary of CRU Global, Inc.**

**Statement of Functional Expenses**

Year Ended August 31, 2022

	Program Services	Supporting Activities		Total
		General and Administrative	Fundraising	
Aid and assistance	\$ 11,377,654	\$ 33,875	\$ -	\$ 11,411,529
Contributed services from an affiliate	2,392,291	535,192	314,112	3,241,595
Salaries and benefits	508,405	138,088	692,146	1,338,639
Shipping and distribution	729,501	415	14	729,930
Professional fees	207,200	42,054	452,182	701,436
Travel	441,576	117,800	848	560,224
Occupancy	378,859	61,565	33,150	473,574
Scrap and obsolete inventory	357,702	-	-	357,702
Office expenses	191,349	28,423	60,590	280,362
Other expenses	189,088	26,659	12,081	227,828
Technology expenses	112,628	18,302	9,854	140,784
Training and meetings	62,016	41,895	590	104,501
	<u>\$ 16,948,269</u>	<u>\$ 1,044,268</u>	<u>\$ 1,575,567</u>	<u>\$ 19,568,104</u>

See notes to financial statements

**UNTO, INC.**  
**d/b/a GAIN International, a subsidiary of CRU Global, Inc.**

**Statement of Functional Expenses**

Year Ended August 31, 2021

	Program Services	Supporting Activities		Total
		General and Administrative	Fundraising	
Aid and assistance	\$ 8,282,947	\$ 51,330	\$ -	\$ 8,334,277
Contributed services from an affiliate	2,039,350	350,610	314,413	2,704,373
Salaries and benefits	485,163	102,508	620,120	1,207,791
Professional fees	85,385	33,590	490,992	609,967
Shipping and distribution	595,780	-	-	595,780
Occupancy	352,028	57,205	30,802	440,035
Office expenses	154,193	23,078	47,680	224,951
Other expenses	140,206	22,092	20,538	182,836
Travel	146,267	19,387	2,362	168,016
Technology expenses	120,500	19,581	10,544	150,625
Scrap and obsolete inventory	122,924	-	-	122,924
Training and meetings	21,073	20,088	351	41,512
	<u>\$ 12,545,816</u>	<u>\$ 699,469</u>	<u>\$ 1,537,802</u>	<u>\$ 14,783,087</u>

See notes to financial statements



**UNTO, INC.**  
**d/b/a GAIN International, a subsidiary of CRU Global, Inc.**

**Statements of Cash Flows**

	Year Ended August 31,	
	2022	2021
<b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>		
Change in net assets	\$ 2,316,380	\$ 1,659,417
Adjustments to reconcile change in net assets to net cash provided (used) by operating activities:		
Donated inventory and inventory enhancements	(12,515,303)	(8,246,496)
Distributed inventory	10,820,503	7,689,780
Disposed of inventory	366,130	117,547
Depreciation expense	132,717	123,316
Net change in operating assets and liabilities:		
Prepaid expenses and other assets	(22,056)	(34,981)
Noncash contribution receivable	146,134	120,153
Purchased inventory	(620,840)	(388,914)
Accounts payable and other liabilities	(88,048)	309,574
Net Cash Provided by Operating Activities	535,617	1,349,396
<b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>		
Purchases of capital assets	(539,878)	(71,935)
Net Cash Used by Investing Activities	(539,878)	(71,935)
Net Change in Cash and Cash Equivalents	(4,261)	1,277,461
Cash and Cash Equivalents, Beginning of Year	3,776,997	2,499,536
Cash and Cash Equivalents, End of Year	\$ 3,772,736	\$ 3,776,997
<b>SUPPLEMENTAL DISCLOSURES:</b>		
Capital assets purchased but not yet paid for	\$ 256,297	\$ -

See notes to financial statements

**UNTO, INC.**  
**d/b/a GAIN International, a subsidiary of CRU Global, Inc.**

**Notes to Financial Statements**

August 31, 2022 and 2021

1. NATURE OF ORGANIZATION:

GAiN International d/b/a GAIN USA, was incorporated as a nonprofit organization in the State of California in 1994. During the year ended August 31, 2020, GAIN International changed its legal name to Unto, Inc. dba GAIN International (Unto); this change was made to appeal to a broader audience in order to enhance its mission around the world. Unto is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code (the Code) and is not a private foundation under Section 509(a) of the Code. Income for Unto is primarily generated by cash and gift-in-kind contributions from individuals, churches, and other relief organizations.

Unto's board of directors is composed of members of Campus Crusade for Christ, Inc. and the public constituency. Campus Crusade for Christ, Inc. (Cru) and Cru Global Inc.'s board of directors have voting authority over the Unto board.

The purpose of Unto is to provide humanitarian aid and assistance including food, clothing, vegetable seeds, medical supplies and services, educational assistance, clean water initiatives, emergency relief, and other compassionate aid to help meet the needs of the poor and disadvantaged in the United States and around the world. These efforts are done in coordination with international staff members of Cru, other partner ministries, and churches in locations around the world.

In several countries, Unto has established programs to provide emergency relief food items to bring tangible help and hope for people affected by military conflict. The material aid is distributed through local partner ministries in these countries.

Other projects have taken place in parts of Central and South America, Chad, Gambia, East and West Africa, Middle East, Southeast and Central Asia, Ukraine, Tanzania, Zambia, and Zimbabwe to bring relief for people affected by disasters, diseases from unclean water and refugee displacement by providing food, clothing, medical supplies, blankets, and funds to repair and dig new water wells to aid in the humanitarian crisis.

Several short-term mission teams have been deployed to countries such as Greece, Western and Southern Africa, Middle East, Southeast Asia and Central America. Humanitarian aid including clothing, care packs of school supplies, wheelchairs, eye glasses, blankets, vegetable seeds, food, and other medical equipment have been shipped via ocean freight bound for many of the locations where Unto conducted mission trips. Trip team members helped in the process of fitting adults and children for wheelchairs and eye glass needs.

**UNTO, INC.**  
**d/b/a GAIN International, a subsidiary of CRU Global, Inc.**

**Notes to Financial Statements**

August 31, 2022 and 2021

2. SIGNIFICANT ACCOUNTING POLICIES:

Unto uses estimates and assumptions in preparing financial statements with the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America. These estimates and assumptions affect the reported amounts of assets and liabilities, the disclosure of any contingent assets and liabilities, and the reported revenues and expenses. Actual results could vary from the estimates that were assumed in preparing the financial statements. The significant accounting policies followed are described below to enhance the usefulness of the financial statements to the reader.

**CASH AND CASH EQUIVALENTS**

Cash and cash equivalents include petty cash on hand and checking accounts. The accounts may, at times, exceed federally insured limits. Unto has not experienced any losses in these accounts and believes it is not exposed to any significant credit risk. As of August 31, 2022 and 2021, Unto had cash balances on deposit exceeding federally insured limits of approximately \$3,500,000 and \$3,475,000, respectively.

**INVENTORY**

Inventory consists of items such as clothing, healthcare items, vegetable seeds, and other materials purchased by Unto or donated to Unto. Purchased inventory is recorded at the lower of cost or net realizable value. Unto reports its gifts-in-kind inventory and the related revenue and expenses based on market sources and inputs to estimate fair value using an exit price notion.

**CAPITAL ASSETS**

Unto capitalizes all individual capital assets greater than \$7,500 and groups of fixed assets in excess of \$10,000 at cost. Depreciation is computed on the straight-line basis over estimated useful life ranging from 3 to 39 years.

**NONCASH CONTRIBUTION RECEIVABLE**

Noncash contribution receivable consists of a promise made by a lessor to provide below market rent through September 2024 and is valued at estimated fair value of the donated rent.

**NET ASSETS**

Net assets without donor restrictions are those currently available for use in Unto's operations, preferred contributions for the support of Unto's projects, and those resources invested in inventory and capital assets.

Net assets with donor restrictions consists of a time restricted receivable for future promised below market rent.

**SUPPORT AND REVENUE**

Contributions are recorded when made, which may be when cash or unconditional promises are made or received or when ownership of donated assets is transferred to Unto. Unto reports contributions net of Cru assessments for administrative and other services provided that were \$569,165 and \$506,107 for the years ended August 31, 2022 and 2021, respectively.

**UNTO, INC.**  
**d/b/a GAIN International, a subsidiary of CRU Global, Inc.**

**Notes to Financial Statements**

August 31, 2022 and 2021

2. SIGNIFICANT ACCOUNTING POLICIES, continued:

SUPPORT AND REVENUE, continued

Unto receives donations of clothing, shoes, medical and school supplies, and other materials for use in its ministry programs. Such gifts are recorded at their estimated fair market value on the date of donation. The fair market value of donated materials is based on market sources and inputs using an exit price notion. Gifts received are reported in the statements of activities as nonfinancial contributions without donor restrictions. Amounts used during the year are included in program services expense in the statements of activities. Amounts remaining at year-end are included in inventory in the statements of financial position.

Event registration fees and other income are recorded when earned.

CONTRIBUTED SERVICES FROM AN AFFILIATE

Unto records contributed services at the cost of the services received. Unto has agreed with Cru to have individuals work as seconded employees of Unto. Unto directs these individuals' job descriptions; however, the salaries and related benefits of these individuals are paid by Cru. The value of these services received from Cru is recognized as an equity transfer and expense in the statements of activities (see Note 8).

CONTRIBUTED SERVICES–INVENTORY ENHANCEMENT

Unto also records the fair market value of services received from volunteers who enhance the value of inventory. The value of these services received is recognized as contributed services–inventory enhancement in the statements of activities.

FUNCTIONAL ALLOCATION OF EXPENSES

Expenses are recognized when incurred within the accrual basis of accounting.

The costs of providing program services and supporting activities of Unto have been summarized on a functional basis in the statements of activities. Certain costs, such as occupancy costs, depreciation, and payroll, have been allocated among the program services and supporting activities benefited. Depreciation is allocated based on usage of space. Contributed services, payroll, and other categories are allocated based on estimates of time and effort.

Unto incurs shipping and handling costs to ship their containers of donated goods. For the years ended August 31, 2022 and 2021 shipping and handling costs incurred were approximately \$730,000 and \$596,000, respectively. These costs are included in program activities in the statements of activities.

**UNTO, INC.**  
**d/b/a GAIN International, a subsidiary of CRU Global, Inc.**

**Notes to Financial Statements**

August 31, 2022 and 2021

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, continued:

RECENTLY ISSUED ACCOUNTING STANDARDS

During the year ended August 31, 2022, Unto adopted Accounting Standards Update (ASU) 2020-07, *Presentation and Disclosures by Not-for-Profit Entities for Contributed Nonfinancial Assets*. The new guidance requires nonprofit entities to present contributed nonfinancial assets as a separate line item in the statements of activities, apart from contributions of cash or other financial assets. The standard also increases the disclosure requirements around contributed nonfinancial assets. These disclosure requirements include disaggregating by category the types of contributed nonfinancial assets a nonprofit entity has received, how the contributed nonfinancial assets are used, a description of the valuation techniques and inputs used to arrive at the fair value measurement and a description of any donor imposed restrictions

3. LIQUIDITY AND FUNDS AVAILABLE:

The following reflects Unto's financial assets at year-end. All financial assets at year-end are considered available to meet operational needs within the next fiscal year.

	August 31,	
	2022	2021
Financial assets:		
Cash and cash equivalents	\$ 3,772,736	\$ 3,776,997
Receivable	-	17,500
Financial assets, at year-end	\$ 3,772,736	\$ 3,794,497

Financial assets are considered unavailable when illiquid or not convertible to cash within one year. As part of Unto's liquidity management, it has a policy to structure its financial assets to be available as its general expenditures, liabilities, and other obligations come due.

**UNTO, INC.**  
**d/b/a GAIN International, a subsidiary of CRU Global, Inc.**

**Notes to Financial Statements**

August 31, 2022 and 2021

4. INVENTORY:

Inventory consists of:

	August 31,	
	2022	2021
Clothing	\$ 3,624,477	\$ 2,352,217
Healthcare items	3,380,041	1,891,880
Shoes	724,221	897,863
Seeds	225,156	239,010
Food items	163,750	424,021
Blankets	152,500	296,139
Carepacks	123,708	56,260
Other	110,012	142,630
Toys	17,401	271,736
	\$ 8,521,266	\$ 6,571,756

5. CAPITAL ASSETS–NET:

Capital assets–net consist of:

	August 31,	
	2022	2021
Land	\$ 225,000	\$ 225,000
Building and improvements	2,552,013	1,891,345
Furniture and equipment	432,365	296,858
	3,209,378	2,413,203
Accumulated depreciation	(1,174,951)	(1,042,234)
	\$ 2,034,427	\$ 1,370,969

**UNTO, INC.**  
**d/b/a GAIN International, a subsidiary of CRU Global, Inc.**

**Notes to Financial Statements**

August 31, 2022 and 2021

**6. OPERATING LEASES:**

Unto leases office space in Plano, Texas, as well as equipment and software to support its operations under operating leases. Rent expense under these leases for the years ended August 31, 2022 and 2021, was \$357,450 and \$328,113, respectively. Future minimum lease payments on operating leases with terms beyond twelve months are:

Year Ending August 31,	
2023	\$ 324,260
2024	333,687
2025	28,787
	\$ 686,734

**7. CONTRIBUTED RENT:**

As part of the above operating leases, Unto is provided below-market rent from a third party organization. The difference between the rent paid and the fair market value of the rent has been recorded as contributed rent in the statements of activities. Unto recorded contributed rent income of \$146,134 and \$120,153 during the years ended August 31, 2022 and 2021, respectively.

**8. RELATED PARTY TRANSACTIONS:**

During the years ended August 31, 2022 and 2021, Unto participated in related party transactions with Cru and its related ministries. The related party transactions consist of:

	Year Ended August 31,	
	2022	2021
Contributed services provided by Cru	\$ 3,241,595	\$ 2,704,373
Payments made to Cru for expenses paid by Cru on behalf of Unto	\$ 2,064,734	\$ 1,773,201
Contributions received from Cru	\$ 2,306,810	\$ 2,113,599
Contributions made to Cru affiliates	\$ 31,766	\$ 54,872
Net payable to Cru	\$ 130,933	\$ 289,700

**UNTO, INC.**  
**d/b/a GAIN International, a subsidiary of CRU Global, Inc.**

**Notes to Financial Statements**

August 31, 2022 and 2021

9. CONTRIBUTIONS OF NONFINANCIAL ASSETS:

Unto receives donations of clothing, shoes, medical supplies, school supplies and other supplies for use in emergency relief and humanitarian aid.

Contributed nonfinancial assets recorded within the statements of activities included:

	Year Ended August 31,	
	2022	2021
In-kind:		
Blankets	\$ 326,703	\$ 364,666
Clothing	4,321,209	2,726,332
Food/meals	1,879,008	1,588,228
Hygiene	770,890	312,178
Medical supplies	2,912,194	1,988,878
School supplies	136,382	20,479
Shoes	962,365	462,116
Other	341,686	267,251
Contributed services from an affiliate	3,241,595	2,704,373
Contributed services–inventory enhancement	864,866	530,969
Contributed rent	146,134	120,153
	\$ 15,903,032	\$ 11,085,623

Contributed in-kind items are recorded as contributions of nonfinancial assets revenue with a corresponding increase in inventory on the date of contribution. Unto estimates fair value based on the average wholesale value that would be received for selling the goods in their principal market from five different vendors, discounted 30% to account for the items condition and utility for use at the time the goods are contributed by the donor.

Contributed services that create or enhance nonfinancial assets or that require specialized skills, are provided by the individual possessing those skills and would typically need to be purchased if not provided by contribution are recorded at estimated fair value in the period received in the statements of activities. Fair value for these services is estimated based on the time and effort it takes to convert raw material to product at wholesale value. Unto receives services from employees of CRU Global Inc. who assist in the daily activities of the ministry. Unto records the services as an equity transfer from CRU Global Inc. based on the hourly rate CRU Global Inc. pays the employee and the number of hours working on Unto activities together with related benefits.



**UNTO, INC.**  
**d/b/a GAIN International, a subsidiary of CRU Global, Inc.**

**Notes to Financial Statements**

August 31, 2022 and 2021

9. CONTRIBUTIONS OF NONFINANCIAL ASSETS, continued:

Contributed rent is recorded at the difference of the fair market price per rentable square foot and rent per square foot charged to Unto. Fair market price per rentable square foot is determined through third party research of rent for comparable space around the location of Unto's office space.

Unto's policy related to contributions of nonfinancial assets is to utilize the assets given in carrying out the mission of the ministry. If an asset is contributed that does not allow Unto to utilize it in its normal course of business, the asset will be disposed of. Unto does not hold contributed nonfinancial assets for sale. None of the contributed nonfinancial assets have donor imposed restrictions.

10. SUBSEQUENT EVENTS:

Subsequent events have been evaluated through November 18, 2022, which represents the date the financial statements were available to be issued. Subsequent events after that date have not been evaluated.

Subsequent to August 31, 2022, Unto obtained a related party loan of \$325,000 from Cru for capital improvements.