

FINANCIAL STATEMENTS

For the Years Ended
June 30, 2018 and 2017

Prepared for:

UNITED WAY OF BENTON & LINCOLN COUNTIES

ANDERSON GROUP

CERTIFIED PUBLIC ACCOUNTANTS, LLC

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United Way of Benton & Lincoln Counties
Financial Statements Table of Contents
June 30, 2018 and 2017

	<u>Page No.</u>
Independent Auditor's Report	1
Statement of Financial Position	2
Statement of Activities	3
Statement of Functional Expenses	4
Statement of Cash Flows.....	5
Notes to Financial Statements	6 – 13

Partners
Kristen P. Gose, CPA
Alyce Chapman, CPA

INDEPENDENT AUDITOR'S REPORT

To the Board of Directors
United Way of Benton & Lincoln Counties

We have audited the accompanying statement of financial position of United Way of Benton & Lincoln Counties (a non-profit organization) as of June 30, 2018 and 2017, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes 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.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. 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 involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of United Way of Benton & Lincoln Counties as of June 30, 2018 and 2017, and the changes in its net assets and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

Anderson Group CPAs, LLC

May 7, 2019

United Way of Benton & Lincoln Counties
Statement of Financial Position
As of June 30,

	2018	2017
ASSETS		
Cash	\$ 175,102	\$ 128,023
Pledges receivable	134,257	178,162
Prepaid expenses	2,005	-
Property, equipment and software (net)	13,469	18,109
TOTAL ASSETS	\$ 324,833	\$ 324,294
LIABILITIES		
Payroll liabilities	\$ 15,496	\$ 8,352
Grants payable	65,170	50,247
Designations payable	113,136	173,014
TOTAL LIABILITIES	193,802	231,613
NET ASSETS		
Unrestricted	55,102	21,078
Unrestricted - Board designated	62,843	62,843
Total Unrestricted Net Assets	117,945	83,921
Temporarily Restricted Net Assets	13,086	8,761
TOTAL NET ASSETS	131,031	92,682
TOTAL LIABILITIES AND NET ASSETS	\$ 324,833	\$ 324,295

See accompanying notes.

United Way of Benton & Lincoln Counties
Statement of Activities
For the Years Ended June 30,

	2018	2017
CHANGES IN UNRESTRICTED NET ASSETS		
SUPPORT AND REVENUE		
Gross campaign results	\$ 529,353	\$ 392,533
Less: Allowance for uncollectible pledges	(48,577)	(5,366)
Less: Donor designations	(81,470)	(122,544)
In Kind Contributions	53,000	62,429
Administrative services revenue	84,361	8,861
Interest income	243	407
Miscellaneous income	19	-
	536,929	336,320
Net Assets Released From Restrictions	6,119	60,324
	543,048	396,644
EXPENSES		
Program Expenses:		
Allocations and other programs	424,478	364,230
Support Services:		
Management and general	29,465	32,391
Fundraising	55,081	79,511
	509,024	476,132
Increase (Decrease) in Unrestricted Net Assets	34,024	(79,488)
CHANGES IN TEMPORARILY RESTRICTED NET ASSETS		
Contributions	10,444	69,085
Net Assets Released from Restrictions	(6,119)	(60,324)
	4,325	8,761
INCREASE (DECREASE) IN NET ASSETS	38,349	(70,727)
NET ASSETS - BEGINNING OF YEAR	92,682	163,409
NET ASSETS - END OF YEAR	\$ 131,031	\$ 92,682

See accompanying notes.

United Way of Benton & Lincoln Counties
Statement of Functional Expenses
For the Year Ended June 30, 2018
(With Comparative Totals for the Year Ended June 30, 2017)

	2018				2017
	Support Services				(Summarized)
	Allocations and Other Programs	Management and General	Fundraising	Total	Total
Allocations to agencies					
Gross allocations awarded	\$ 241,501	\$ -	\$ -	\$ 241,501	\$ 187,737
Less: Donor designations	(81,470)	-	-	(81,470)	(122,544)
Net Allocations to agencies	160,031	-	-	160,031	65,193
Payroll and payroll related					
Salaries	107,929	4,149	21,545	133,623	204,433
Payroll taxes	8,262	962	5,842	15,066	21,476
Employee benefits	1,585	161	966	2,712	25,586
Total Payroll and payroll related	117,776	5,272	28,353	151,401	251,495
Travel and meals	4,225	74	296	4,595	10,254
Rent and occupancy	50,703	1,127	4,507	56,337	57,497
Communications	7,861	1,404	699	9,964	9,588
Service charges	1,336	325	1,156	2,817	3,660
Insurance	626	45	74	745	3,485
Professional fees	60,642	19,632	12,320	92,594	31,186
Dues and subscriptions	1,691	998	150	2,839	2,052
Community involvement	18	-	2	20	3,435
Supplies	2,277	49	846	3,172	4,562
Postage	683	47	322	1,052	2,138
Printing	201	1	1,258	1,460	5,674
State charitable fund drive fee	1,148	-	4,592	5,740	5,815
Volunteer expense	681	15	37	733	409
Advertising	1,326	-	70	1,396	4,103
Day of Caring and event expense	4,201	-	-	4,201	4,476
United Way of America					
annual membership fee	4,323	376	-	4,699	2,293
Miscellaneous	553	7	28	588	2,079
Depreciation	4,176	93	371	4,640	6,738
TOTAL FUNCTIONAL EXPENSES	\$ 424,478	\$ 29,465	\$ 55,081	\$ 509,024	\$ 476,132

See accompanying notes.

United Way of Benton & Lincoln Counties
Statement of Cash Flows
For the Years Ended June 30,

	2018	2017
CASH FLOWS FROM OPERATING ACTIVITIES		
Increase (Decrease) in Net Assets	\$ 38,349	\$ (70,727)
Adjustments to reconcile decrease in net assets to net cash provided (used) by operating activities:		
Depreciation	4,640	6,738
In kind donation of capitalized assets	-	(6,600)
Decrease in Pledges receivable	43,905	71,461
(Increase) in Prepaid expenses	(2,005)	-
(Decrease) Increase in Payroll liabilities	7,144	(11,249)
(Decrease) Increase in Grants payable	14,923	(91,693)
Decrease in Designations payable	(59,877)	(6,838)
Net Cash Provided (Used) by Operating Activities	47,079	(108,908)
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchase of property and equipment	-	(12,000)
Net Cash Used by Investing Activities	-	(12,000)
Net (Decrease) Increase in Cash	47,079	(120,908)
Cash at Beginning of Year	128,023	248,931
CASH AT END OF YEAR	\$ 175,102	\$ 128,023

See accompanying notes.

United Way of Benton & Lincoln Counties
Notes to Financial Statements
For the Years Ended June 30, 2018 and 2017

NOTE 1 – NATURE OF ACTIVITIES

United Way of Benton & Lincoln Counties – an independent, locally managed not-for-profit organization – brings people and communities together to advance the common good by creating a better life for us all. United Way has been redesigning systems, coordinating multi-sector partnerships, educating policymakers, investing in targeted programs, and engaging United Way’s volunteers in significant ways in Benton County since 1954 and in Lincoln County since 1955.

United Way’s mission is to “increase the organized capacity of people in Benton and Lincoln counties to care for one another.” Achieving this means we span many altitudes, from the ground-level work of mobilizing volunteers and funding basic needs programs, to the high-level work of forging system-wide change and creating effective strategic partnerships. We deliver on our mission in the following ways:

- Providing funding support for programs meeting basic needs today
- Working with community stakeholders to address and Break the Cycle of Childhood Poverty
- Supporting affordable, quality childcare so families can work
- Promoting educational supports for youth, so they can stay on track in school
- Ensuring access to life and job skills training for youth and young adults so they can succeed in life
- Promoting financial literacy so more people can make smart choices about their opportunities and challenges
- Promoting community-wide volunteerism

NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Accounting

The financial statements of the Organization have been prepared on the accrual basis of accounting and, accordingly, reflect all significant receivables, payables and other liabilities in accordance with accounting principles generally accepted in the United States of America.

United Way of Benton & Lincoln Counties
Notes to Financial Statements
For the Years Ended June 30, 2018 and 2017

NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Basis of Presentation

The Organization reports information regarding its financial position and activities according to three classes of net assets: unrestricted, temporarily restricted, and permanently restricted.

Contributions received are recorded as unrestricted, temporarily restricted, or permanently restricted net assets depending on the existence or nature of any donor restrictions. All donor-restricted contributions are reported as increases in temporarily or permanently restricted net assets, depending on the nature of the restriction.

Contributions of cash and other assets are reported as temporarily restricted support if they are received with donor stipulations that limit the use of the donated assets. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are reclassified into unrestricted net assets and reported in the statement of activities as net assets released from restrictions. Contributions received with donor-imposed restrictions that are met in the same year in which the contributions are received are classified as unrestricted contributions. There were no permanently restricted net assets as of June 30, 2018 and 2017.

Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principals requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Income Tax Status

The corporation is qualified as an organization exempt from federal and state income tax under Internal Revenue Code Section 501(c)(3) and is exempt from federal, state and local income taxes and classified by the Internal Revenue Service as other than a private foundation. The corporation is subject to routine audits by taxing jurisdictions; however, there are currently no audits for any tax periods in progress. Foundation management believes it is no longer subject to income tax examinations for years prior to 2013.

Cash and Cash Equivalents

Cash and cash equivalents include all monies in banks and highly liquid investments with maturity dates of less than three months. The carrying value of cash and cash equivalents approximates fair value because of the short maturities of those financial instruments.

United Way of Benton & Lincoln Counties
Notes to Financial Statements
For the Years Ended June 30, 2018 and 2017

NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Property, Equipment and Software

Acquisitions of land, building and equipment in excess of \$500 are capitalized. Buildings and improvements are depreciated over 10 to 25 years, while equipment and software are depreciated over an average of 5 years. Depreciation is computed using the straight-line method based on the various classes of assets.

Donations of land, building and equipment are recorded as support at their estimated fair value on the date of donation. Such donations are reported as unrestricted support unless the donor has restricted the donated asset to a specific purpose.

Public Support and Revenue

Annual campaign contributions are generally available for unrestricted use in the related campaign year unless specifically designated by the donor. The annual calendar year campaigns begin in the fall of the prior year. Pledges received for the 2017 and 2016 calendar year campaigns were recorded as revenue during the years ended June 30, 2018 and 2017, respectively. Pledges are generally received during the pledge year. As of June 30, pledges that have not been received for the previous calendar year are written off as uncollectible.

The Organization also acts as an agent for collection and distributions of other funds, which are accounted for as agency funds, thus not reported on the accompanying Statement of Financial Activities.

Contributions are reported as either temporarily or permanently restricted support if they are received with donor stipulations that limit the use of the donated assets. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are reclassified as unrestricted net assets and reported in the statement of activities as net assets released from restrictions. Donor-restricted contributions whose restrictions are met within the same year as received are reported as unrestricted contributions in the accompanying financial statements.

The Organization uses the allowance method to estimate uncollectible pledges. The allowance reduces pledges receivable, recorded in the statement of financial position, to estimated net collectible amounts. The allowance is based on prior years' experience and management's analysis of specific promises made.

For the years ended June 30, 2018 and 2017, management estimated the allowance at 7% for Benton County pledges and 10% for Lincoln County pledges, amounting to \$9,368 and \$1,088 as of June 30, 2018 and 2017, respectively.

United Way of Benton & Lincoln Counties
Notes to Financial Statements
For the Years Ended June 30, 2018 and 2017

NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Contributed Services

A number of volunteers have made significant contributions of time to United Way's programs and fund-raising campaign. The value of this contributed time does not meet the criteria for recognition as contributed service revenue/expense and, accordingly, is not reflected in the accompanying financial statements.

Functional Allocation of Expenses

The costs of providing program and supportive services have been summarized on a functional basis in the statements of activities and changes in net assets and the statement of functional expenses. Accordingly, certain costs have been allocated among the programs and supported services.

Comparative Data

The amounts shown for the year ended June 30, 2017 in the accompanying statement of functional expenses are included to provide a basis for comparison with 2018. Accordingly, the 2017 totals are not intended to present all information necessary for a fair presentation in conformity with accounting principles generally accepted in the United States of America. Such information should be read in conjunction with the Organization's financial statements for the year ended June 30, 2017, from which the summarized information was derived.

Concentrations

Credit risk: The Organization places its cash and temporary investments with various financial institutions. As of June 30, 2018 and 2017 none of the bank balances exceeded the federally insured limit.

Geographic location: The Organization receives a majority of its donations from individuals and organizations within the same geographic region of Benton and Lincoln counties.

Pledges: There are four local employers and donors who each account for over 5% of the Pledges receivable as of June 30, 2018. Approximately 34% of the Pledges receivable are from individuals employed by these local employers or the employers themselves.

United Way of Benton & Lincoln Counties
Notes to Financial Statements
For the Years Ended June 30, 2018 and 2017

NOTE 3 – PLEDGES RECEIVABLE

Pledges receivable consist of public pledges of contributions to the Organization. These pledges consist of payroll deductions from employees of various businesses and direct contributions from businesses and individuals. An allowance for uncollectible pledges is based on historical information. Pledges receivable consisted of the following as of June 30,:

	<u>2018</u>	<u>2017</u>
Pledges receivable	\$ 144,713	\$ 190,958
Allowance for uncollectible pledges	<u>(10,456)</u>	<u>(12,796)</u>
Net Pledges Receivable	<u>\$ 134,257</u>	<u>\$ 178,162</u>

To the extent that corporate and individual pledges receivable have been designated by the donor for a specific agency, a corresponding liability for designations payable has been recorded. At June 30, 2018 and 2017, these designations, net of allowance for uncollectible pledges totaled \$113,136 and \$173,014, respectively.

NOTE 4 – PROPERTY, EQUIPMENT AND SOFTWARE

Property, equipment and software consisted of the following at June 30,:

	<u>2018</u>	<u>2017</u>
Furniture and fixtures	\$ 8,572	\$ 8,572
Office equipment	5,069	5,069
Computer hardware and software	25,853	24,584
Mobile Makerspace	<u>17,330</u>	<u>17,330</u>
	56,824	56,824
Accumulated Depreciation	<u>(43,355)</u>	<u>(38,715)</u>
Net Property, Equipment and Software	<u>\$ 13,469</u>	<u>\$ 18,109</u>

NOTE 5 – GRANTS PAYABLE

The Organization conducts an open, competitive process to distribute undesignated funds among community partner agencies based on pledge/contribution results from the annual campaigns, which end on June 30th of each year. Applicant agencies must meet minimum funding criteria to be accepted into the granting cycle. Acceptance into the granting cycle does not guarantee funding. Citizen volunteers, representing the interest of hundreds of donors, review all agency requests and make funding recommendations to the Organization's Board, who reviews and approves the recommendations. During the years ended June 30, 2018 and 2017, allocations were committed in the amount of \$65,170 and \$50,247 to be paid out during the following fiscal years ended June 30, 2019 and 2018, respectively.

United Way of Benton & Lincoln Counties
Notes to Financial Statements
For the Years Ended June 30, 2018 and 2017

NOTE 6 – OPERATING LEASES

Office Space – Benton County

The Organization’s use of office space in Benton County is donated by another non-profit organization. The value of the monthly donated rent is estimated at \$4,167 per month. The lease expires June 30, 2019 and is renewable on an annual basis with both parties’ agreement.

Office Space – Lincoln County

The Organization’s use of office space in Lincoln County is donated by another non-profit organization. The value of the monthly donated rent is estimated at \$250 per month. The lease is a month-to-month lease.

Copier

In July 2014, the Organization entered into a non-cancelable operating lease for a copier, folder/insertor and postage machine. The lease requires a monthly payment of \$496 for 60 months, ending August 2019.

Future minimum lease payments for each of the next five years and in total are as follows:

Year Ending June 30,

2019		<u>5,952</u>
	Total	<u>\$ 5,952</u>

NOTE 7 – BOARD DESIGNATED NET ASSETS

The Organization’s Board of Directors has chosen to place the following limitations on unrestricted net assets as of June 30,:

	<u>2018</u>	<u>2017</u>
Operating Reserve – Benton County	\$ 47,338	\$ 47,338
Operating Reserve – Lincoln County	<u>15,505</u>	<u>15,505</u>
Total Board Designated Net Assets	<u>\$ 62,843</u>	<u>\$ 62,843</u>

United Way of Benton & Lincoln Counties
Notes to Financial Statements
For the Years Ended June 30, 2018 and 2017

NOTE 8 – TEMPORARILY RESTRICTED NET ASSETS

Temporarily Restricted Net Assets as of June 30, 2017 consisted of the following:

	Beginning			Ending	
	<u>Balance</u>	<u>Donations</u>	<u>Expenses</u>	<u>Balance</u>	
Dolly Parton Imagination Library	\$ 2,068	\$ 2,094	\$ (119)	\$ 4,043	
Mobile Makerspace	216	-	-	216	
Housing Opportunities Action Co	144	-	-	144	
South Benton Advisory Group	<u>6,333</u>	<u>8,350</u>	<u>(6,000)</u>	<u>8,683</u>	
	<u>\$ 8,761</u>	<u>\$ 10,444</u>	<u>\$ (6,119)</u>	<u>\$ 13,086</u>	

NOTE 9 – RETIREMENT PLAN

The Organization contributed 4% of employees' salaries to a tax shelter annuity for the year ended June 30, 2017, at which time the plan was discontinued. Contributions for the years ended June 30, 2018 and 2017 were \$203 and \$4,315, respectively.

NOTE 10 – IN KIND CONTRIBUTIONS AND RELATED EXPENSES

In Kind contributions were received for the following expenses during the year ended June 30, :

	<u>2018</u>	<u>2017</u>
Rent and occupancy	\$ 53,000	\$ 53,000
Postage, Printing and Supplies	-	2,120
Mobile Makerspace equipment	-	6,600
Day of caring and event expense	<u>-</u>	<u>709</u>
Total	<u>\$ 62,429</u>	<u>\$ 62,429</u>

United Way of Benton & Lincoln Counties
Notes to Financial Statements
For the Years Ended June 30, 2018 and 2017

NOTE 11 – FAIR VALUE OF ASSETS AND LIABILITIES

Generally accepted accounting principles (GAAP) requires disclosure of an estimate of fair value of certain financial instruments. The Organization's significant financial instruments are cash, pledges receivable and other short-term assets and liabilities. For these financial instruments, carrying values approximate fair value.

The Fair Value Measurements Topic of the FASB Accounting Standards Codification establishes a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1 measurements) and the lowest priority to measurements involving significant unobservable inputs (Level 3 measurements). The three levels of the fair value hierarchy are as follows:

Level 1 - Valuations based on quoted prices in active markets for identical assets or liabilities that the Institute has the ability to access. Valuation adjustments and block discounts are not applied to level one instruments. Since valuations are based on quoted prices that are readily and regularly available in an active market, valuation of these does not entail a significant degree of judgment. All of the Institute's cash equivalents are considered Level 1.

Level 2 - Valuations based on quoted prices in markets that are not active or for which all significant inputs are observable, directly or indirectly.

Level 3 - Valuations based on inputs that are unobservable and significant to the overall fair value measurement.

At June 30, 2017 and 2017, the Organization had no liabilities that are required to be measured in accordance with FASB ASC 820-10.

NOTE 12 – SUBSEQUENT EVENTS

Subsequent events are events or transactions that occur after the balance sheet date but before financial statements are issued. The Organization recognizes in the financial statements the effects of all subsequent events that provide additional evidence about conditions that existed at the date of the balance sheet, including the estimates inherent in the process of preparing the financial statements. The Organization's financial statements do not recognize subsequent events that provide evidence about conditions that did not exist at the date of the balance sheet but arose after the balance sheet date and before financial statements are available to be issued. The Organization has evaluated subsequent events through May 7, 2019, which is the date the financial statements are issued.