

Financial Statements

**UNITED WAY OF ALLEN COUNTY, INC.**

*Years ended June 30, 2019 and 2018  
with Independent Auditor's Report*

United Way of Allen County, Inc.

Financial Statements

Years ended June 30, 2019 and 2018

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## Independent Auditor's Report

The Board of Directors  
United Way of Allen County, Inc.

### **Report on the Financial Statements**

We have audited the accompanying financial statements of the United Way of Allen County, Inc. which comprise the statements of financial position as of June 30, 2019 and 2018, and the related statements of activities and changes in net assets, 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 audits. We conducted our audits 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 from 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 the United Way of Allen County, Inc. as of June 30, 2019 and 2018, 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.

*Haines, Asenbarger & Skiba, LLC*

August 8, 2019

United Way of Allen County, Inc.

Statements of Financial Position

	June 30	
	2019	2018
<b>Assets</b>		
Cash and cash equivalents	\$ 708,064	\$ 1,111,459
Contributions receivable, net of allowance of \$130,500 in 2019 and \$145,723 in 2018	1,424,070	1,412,651
Grants and pledges receivable	378,018	-
Other receivables	100,346	109,857
Prepaid expenses	19,721	70,000
Investments, at fair value	2,166,925	2,046,865
Property and equipment:		
Leasehold improvements	76,024	76,024
Furniture and equipment	178,342	170,562
	<u>254,366</u>	<u>246,586</u>
Less accumulated depreciation	213,719	191,218
Total property and equipment, net	<u>40,647</u>	<u>55,368</u>
Other assets:		
Beneficial interest in perpetual trust	149,623	150,926
Contributions receivable from remainder trust	203,988	183,777
Beneficial interest in funds held by the Community Foundation of Greater Fort Wayne Inc.	1,103,629	1,072,266
Cash surrender value of life insurance	24,670	30,441
Total other assets	<u>1,481,910</u>	<u>1,437,410</u>
Total assets	<u>\$ 6,319,701</u>	<u>\$ 6,243,610</u>
<b>Liabilities and net assets</b>		
Accounts payable	\$ 83,665	\$ 67,648
Accrued payroll and benefits	89,332	83,923
Designations payable, net of allowance of \$4,920 in 2019 and \$3,552 in 2018	148,204	134,365
Deferred rent	44,318	56,766
Total liabilities	<u>365,519</u>	<u>342,702</u>
Net assets:		
Without donor restrictions	4,332,369	4,354,743
With donor restrictions	1,621,813	1,546,165
Total net assets	<u>5,954,182</u>	<u>5,900,908</u>
Total liabilities and net assets	<u>\$ 6,319,701</u>	<u>\$ 6,243,610</u>

See accompanying notes.

United Way of Allen County, Inc.

Statements of Activities and Changes in Net Assets

	Year ended June 30					
	2019			2018		
	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total
Support, revenues and gains:						
Campaign contributions	\$ 3,693,604	\$ 446,372	\$ 4,139,976	\$ 4,065,307	\$ 332,660	\$ 4,397,967
Donor designations	(723,819)	-	(723,819)	(682,265)	-	(682,265)
Provision for uncollectible pledges	(130,500)	-	(130,500)	(145,723)	-	(145,723)
Campaign contributions, net	<u>2,839,285</u>	<u>446,372</u>	<u>3,285,657</u>	<u>3,237,319</u>	<u>332,660</u>	<u>3,569,979</u>
Program funding, grants and other contributions	254,270	339,518	593,788	401,749	256,895	658,644
Administrative and service fees	281,046	-	281,046	326,929	-	326,929
Special events, net of expenses	3,420	-	3,420	2,128	-	2,128
Net investment return	119,713	-	119,713	110,482	-	110,482
Change in value of beneficial interest in perpetual trust	-	(1,303)	(1,303)	-	6,517	6,517
Change in value of contributions receivable from remainder trust	-	20,211	20,211	-	(17,861)	(17,861)
Gain on beneficial interest in funds held by the Community Foundation of Greater Fort Wayne Inc.	8,271	23,092	31,363	26,120	72,922	99,042
Change in value of cash surrender value of life insurance	(5,771)	-	(5,771)	(4,929)	-	(4,929)
	<u>660,949</u>	<u>381,518</u>	<u>1,042,467</u>	<u>862,479</u>	<u>318,473</u>	<u>1,180,952</u>
Net assets released from restrictions	<u>752,242</u>	<u>(752,242)</u>	<u>-</u>	<u>805,619</u>	<u>(805,619)</u>	<u>-</u>
Total support, revenues and gains	<u>4,252,476</u>	<u>75,648</u>	<u>4,328,124</u>	<u>4,905,417</u>	<u>(154,486)</u>	<u>4,750,931</u>
Expenses:						
Program services	3,444,276	-	3,444,276	3,364,701	-	3,364,701
Management and general	138,217	-	138,217	144,702	-	144,702
Resource development	692,357	-	692,357	704,205	-	704,205
Total expenses	<u>4,274,850</u>	<u>-</u>	<u>4,274,850</u>	<u>4,213,608</u>	<u>-</u>	<u>4,213,608</u>
Increase (decrease) in net assets	(22,374)	75,648	53,274	691,809	(154,486)	537,323
Net assets at beginning of year	4,354,743	1,546,165	5,900,908	3,662,934	1,700,651	5,363,585
Net assets at end of year	<u>\$ 4,332,369</u>	<u>\$ 1,621,813</u>	<u>\$ 5,954,182</u>	<u>\$ 4,354,743</u>	<u>\$ 1,546,165</u>	<u>\$ 5,900,908</u>

See accompanying notes.

United Way of Allen County, Inc.

Statements of Functional Expenses

	Year ended June 30							
	2019				2018			
	Program Services	Management and General	Resource Development	Total	Program Services	Management and General	Resource Development	Total
Salaries and wages	\$ 739,825	\$ 21,950	\$ 335,689	\$ 1,097,464	\$ 725,970	\$ 24,601	\$ 334,729	\$ 1,085,300
Employee benefits	150,176	3,582	70,651	224,409	163,905	6,707	72,061	242,673
Total salaries and benefits	890,001	25,532	406,340	1,321,873	889,875	31,308	406,790	1,327,973
Community investment	1,847,061	-	-	1,847,061	1,885,128	-	-	1,885,128
Advertising and promotion	191,383	11,518	61,894	264,795	69,611	1,981	13,283	84,875
Depreciation	15,418	1,173	5,910	22,501	14,616	1,095	7,339	23,050
Equipment rental and maintenance	11,901	593	3,121	15,615	10,136	655	3,975	14,766
Insurance	10,289	783	3,944	15,016	7,108	532	3,569	11,209
Dues and subscriptions	64,499	4,823	25,048	94,370	43,125	4,844	27,345	75,314
Miscellaneous	223	178	78	479	-	18	-	18
Occupancy	99,422	7,556	39,000	145,978	95,344	7,624	47,285	150,253
Postage	3,739	283	2,205	6,227	3,337	390	2,144	5,871
Printing and publications	7,516	331	16,757	24,604	12,681	1,525	37,724	51,930
Professional services	188,917	73,716	90,784	353,417	194,850	79,143	92,995	366,988
Public events	24,940	-	5,102	30,042	22,858	10	8,009	30,877
Supplies	3,107	1,972	1,645	6,724	5,315	3,577	2,024	10,916
Technology and telephone	63,159	3,276	17,771	84,206	72,869	5,341	25,295	103,505
Travel and training	22,701	6,483	12,758	41,942	37,848	6,659	26,428	70,935
Total expenses	<u>\$ 3,444,276</u>	<u>\$ 138,217</u>	<u>\$ 692,357</u>	<u>\$ 4,274,850</u>	<u>\$ 3,364,701</u>	<u>\$ 144,702</u>	<u>\$ 704,205</u>	<u>\$ 4,213,608</u>

See accompanying notes.

United Way of Allen County, Inc.

Statements of Cash Flows

	<b>Year ended June 30</b>	
	<b>2019</b>	<b>2018</b>
<b>Operating activities</b>		
Increase in net assets	\$ 53,274	\$ 537,323
Adjustments to reconcile increase in net assets to net cash provided by (used in) operating activities:		
Depreciation	22,501	23,050
Provision for uncollectible pledges	130,500	145,723
Realized and unrealized gain on investments	(89,036)	(86,129)
Change in value of beneficial interest in perpetual trust	1,303	(6,517)
Change in value of contributions receivable from remainder trust	(20,211)	17,861
Gain on beneficial interest in funds held by the Community Foundation of Greater Fort Wayne Inc.	(31,363)	(99,042)
Changes in operating assets and liabilities:		
Contributions receivable, net	(141,919)	(283,428)
Grants and pledges receivable	(378,018)	299,828
Other receivables	9,511	40,701
Prepaid expenses	50,279	(55,243)
Cash surrender value of life insurance	5,771	4,929
Accounts payable	16,017	32,512
Accrued payroll and benefits	5,409	4,816
Designations payable, net	13,839	(409,216)
Deferred rent	(12,448)	(9,431)
Cash provided by (used in) operating activities	<b>(364,591)</b>	157,737
<b>Investing activities</b>		
Purchases of property and equipment	(7,780)	(18,315)
Purchases of investments	(836,031)	(1,250,617)
Proceeds from the sale and maturities of investments	805,007	1,225,591
Cash used in investing activities	<b>(38,804)</b>	(43,341)
Increase (decrease) in cash and cash equivalents	<b>(403,395)</b>	114,396
Cash and cash equivalents at beginning of year	<b>1,111,459</b>	997,063
Cash and cash equivalents at end of year	<b>\$ 708,064</b>	<b>\$ 1,111,459</b>

See accompanying notes.



# United Way of Allen County, Inc.

## Notes to Financial Statements

June 30, 2019

### 1. Organization

The Vision of United Way of Allen County (UWAC) is:

*An Allen County where all individuals and families discover and achieve their potential.*

The Mission of UWAC is to:

*Unite our community's time, talent and treasure to cultivate and advance community solutions that address the most critical issues around basic needs, education, financial stability and healthy lives.*

UWAC completed a strategic planning process in the summer of 2018, which will guide the organization through June 30, 2021. Through that process, three strategic foci were identified for the success of the organization:

1. ALICE: Fostering an environment that will reduce the barriers facing ALICE households.
2. Operational Excellence: Develop lasting organizational health.
3. Future Opportunities: Be an innovative organization positioned to benefit from opportunities.

UWAC focuses beyond temporary fixes. Together, United, we work to break down community barriers creating lasting change for families that are working hard but struggle to survive. We don't just distribute dollars. We unite local organizations to develop holistic strategies and make smart, outcome-driven investments in our county.

When we succeed, our entire community wins.

By bringing people and organizations together around innovative solutions, we recognize the greater positive impact to Allen County residents every day. UNITED we win. United, we can find a way. We lead advocacy campaigns, to give a voice to those who can't speak for themselves, and we mobilize volunteers, helping individuals and companies change their community. This multi-faceted approach reflects the collaborative spirit of the place we call home. It also addresses the systemic problems that still plague so many of our neighbors. But most importantly, it helps them leverage the impact of every dollar donated.

UWAC conducts annual campaigns to support the well being of the community. The annual campaign is generally recorded without donor restrictions unless a pledge is specifically restricted due to timing (a future year pledge). UWAC allows donors the choice to designate all or part of their contributions.

## United Way of Allen County, Inc.

### Notes to Financial Statements (continued)

#### **1. Organization (continued)**

UWAC is incorporated as a nonprofit organization, exempt from income tax under Section 501(c)(3) of the Internal Revenue Code and qualifies for the charitable contribution deduction. UWAC has been classified as an organization that is not a private foundation under Section 509(a) of the Internal Revenue Code. UWAC is also exempt from state income taxes.

However, UWAC is subject to federal income tax on any unrelated business taxable income. UWAC provides liabilities for uncertain tax positions when a liability is probably and estimable. Management believes that it has appropriate support for any tax positions taken or expects to be taken and as such, does not have any uncertain tax positions that should be recognized, measured or disclosed in the financial statements. Management believes UWAC is no longer subject to examination by tax authorities for years before June 30, 2016.

#### **2. Summary of Significant Accounting Policies**

##### **Cash and Cash Equivalents**

All highly liquid investments with a maturity of three months or less when purchased are considered to be cash equivalents. All cash and cash equivalents are held at local financial institutions. UWAC periodically has cash accounts with balances in excess of federally insured limits.

##### **Investments**

Investment purchases are recorded at cost, or if donated, at fair value on the date of donation. Thereafter, UWAC's investments are reported at fair value. Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. See *Note 9* for discussion of fair value measurements.

Purchases and sales are recorded on a trade-date basis. Interest income is recorded on the accrual basis. Dividends are recorded on the ex-dividend date. Capital gain distributions are included in dividend income.

Net realized and unrealized investment gains or losses are determined by comparison of asset cost, using the specific identification method, to net proceeds received at the time of sale and changes in the difference between market values and cost, respectively.

United Way of Allen County, Inc.

Notes to Financial Statements (continued)

**2. Summary of Significant Accounting Policies (continued)**

**Investments (continued)**

Net investment return (loss) is reported in the statements of activities and changes in net assets and consists of interest and dividend income, realized and unrealized capital gains and losses, less external and district internal investments expenses.

UWAC's investment portfolio consists of a diverse mix of investments, without concentration of risk by type, industry or geographic area, which are managed by professional investment managers in compliance with the investment policy established by the Board of Directors. Investments are exposed to various risks, such as interest rate, market and credit risks. Due to the level of risk associated with certain investments, it is at least reasonably possible that changes in the value of investments will occur in the near term and that such changes could materially affect account balances.

**Property and Equipment**

Property and equipment are stated at cost or if donated, at fair market value at date of donation. Items with a cost of \$1,000 or more and a useful life of one year or more are capitalized. Leasehold improvements are depreciated over the lesser of the lease term or their estimated useful life. Furniture and equipment is depreciated over their estimated useful life. Depreciation is computed by the straight-line method over the following periods:

Leasehold improvements	15 years
Furniture and equipment	3 – 10 years

Expenses for normal repairs and maintenance are expensed as incurred.

**Net Assets**

Net assets, revenues, gains and losses are classified based on the existence or absence of donor or grantor imposed restrictions. Accordingly, net assets and changes therein are classified and reported as follows:

*Net Assets Without Donor Restrictions* – Net assets available for use in general operations and not subject to donor (or certain grantor) imposed restrictions.

*Net Assets With Donor Restrictions* – Net assets subject to donor- (or certain grantor-) imposed restrictions. Some donor-imposed restrictions are temporary in nature, such as those that will be met by the passage of time or other events specified by the donor. Other donor-imposed

## United Way of Allen County, Inc.

### Notes to Financial Statements (continued)

#### **2. Summary of Significant Accounting Policies (continued)**

##### **Net Assets (continued)**

restrictions are perpetual in nature, where the donor stipulates that resources be maintained in perpetuity. Gifts of long-lived assets and gifts of cash restricted for the acquisition of long-lived assets are recognized as revenue when the assets are placed in service. Donor-imposed restrictions are released when a restriction expires, that is, when the stipulated time has elapsed, when the stipulated purpose for which the resource was restricted has been fulfilled or both. If a donor restriction expires in the same reporting period that the contribution was made, such contribution is reported as an unrestricted contribution in the statements of activities and changes in net assets.

##### **Contributions and Contributions, Grants and Pledges Receivable**

Contributions are recognized when cash, securities or other assets, an unconditional promise to give or notification of a beneficial interest is received. Conditional promises to give are not recognized until the conditions on which they depend have been substantially met. During the year ended June 30, 2019, UWAC was awarded a conditional grant from Indiana United Ways (IUW) in the amount of \$483,000 that provides support to increase participation levels as well as levels of contributions in the 2018 and 2019 campaigns. Qualifying activity reported to IUW resulted in conditional grant funds being recognized in the financial statements in the amount of \$338,018 during the year ended June 30, 2019.

Contributions of assets other than cash are recorded at their fair market value.

Contributions of services are recognized as revenue if the services received (a) create or enhance non-financial assets or (b) require specialized skills, are provided by individuals possessing those skills, and typically need to be purchased if not provided by donation.

Unconditional promises or pledges are recorded at net realizable value. UWAC provides an allowance for uncollectible pledges, which is based upon a review of outstanding receivables, historical collection information and existing economic conditions. Contributions receivable are ordinarily due in accordance with the pledge commitment made by the donor. Accounts are considered delinquent and subsequently written off based on individual credit evaluation and specific circumstances of the donor.

## United Way of Allen County, Inc.

### Notes to Financial Statements (continued)

#### **2. Summary of Significant Accounting Policies (continued)**

##### **Community Investment**

Agency investments are estimated in three year cycles and are contingent upon actual campaign results. The actual amounts invested are expensed as paid.

##### **Funded Partner Investments**

Investments in funded partner non-profit agencies are determined by volunteers. These investments are based upon programmatic and agency outcomes and are reviewed annually by volunteers.

These investments are estimated in three year cycles and are contingent upon actual campaign results. The actual amounts invested are expensed as paid.

##### **Designations**

Designations to specific nonprofit organizations other than UWAC are excluded from contribution revenue and allocation expenses. Designations are included within pledge receivable without donor restrictions totals with a related offsetting liability without donor restrictions. The cost to generate and distribute designated pledges is recorded as fundraising expense and the costs are deducted from designated contributions as the funds are disbursed. This cost reimbursement is recorded as administrative fee income. Effective July 1, 2017, all designations are treated as first-in dollars and are included in UWAC's Funded Partners' annual grant allocations. Total donor designations that exceed the allocated amount to a funded partner will be given in addition to that funded partner's allocation.

##### **Deferred Rent**

Rent expense on operating leases is recognized on a straight-line basis over the lease term. The difference between the expensed amounts and actual payments is recorded as deferred rent.

##### **Use of Estimates**

Preparation of the financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts in the financial statements and accompanying notes. Actual results could differ from those estimates.

## United Way of Allen County, Inc.

### Notes to Financial Statements (continued)

#### **2. Summary of Significant Accounting Policies (continued)**

##### **Functional Expenses**

The cost of providing the program and other activities has been summarized on a functional basis in the accompanying statements of activities and changes in net assets. The financial statements report certain categories of expenses that are attributed to more than one program or supporting function. Therefore, expenses require allocation on a reasonable basis that is consistently applied. The expenses that are allocated include occupancy and depreciation, which are allocated on a square footage basis, as well as salaries and wages, benefits, certain professional services, supplies, information technology, insurance and other expenses, which are allocated on the basis of time and effort.

##### **Reclassification**

Certain amounts as of and for the year ended June 30, 2018 have been reclassified to conform with the presentation as of and for the year ended June 30, 2019.

##### **Recently Issued Accounting Standards**

In February 2016, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) 2016-02, *Leases (Topic 842)*, to require a lessee to recognize a right-of-use asset and a lease liability for both operating and finance leases, whereas previous U.S. GAAP require the asset and liability be recognized only for capital leases. The amendment also requires qualitative and specific quantitative disclosures. ASU 2016-02 is effective for fiscal years beginning after December 15, 2019, including interim periods within those fiscal years, with early adoption permitted. UWAC is evaluating the guidance of ASU 2016-02 and the impact that the adoption of this update will have on its financial statements.

##### **Newly Adopted Accounting Pronouncements**

In August 2016, the FASB issued ASU 2016-14, *Not-for-Profit Entities (Topic 958) – Presentation of Financial Statements of Not-for-Profit Entities*. The update addresses the complexity and understandability of net asset classification, deficiencies in information about liquidity and availability of resources and the lack of consistency in the type of information provided about expenses and investment return. UWAC has implemented ASU 2016-14 and has adjusted the presentation of these financial statements accordingly. The ASU has been applied retrospectively to all periods presented.

United Way of Allen County, Inc.

Notes to Financial Statements (continued)

**2. Summary of Significant Accounting Policies (continued)**

**Newly Adopted Accounting Pronouncements (continued)**

In June 2018, the FASB issued ASU 2018-08 *Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made*. This standard is intended to address questions stemming from FASB ASU 2014-09, *Revenue from Contracts with Customers*, regarding its implications on the grants and contracts of not-for-profit organizations. The guidance clarifies how entities determine whether to account for a transfer of assets (or a reduction, settlement or cancellation of a liability) as an exchange transaction or contribution. The new guidance also clarifies that a contribution is conditional if the agreement includes both a barrier (or barriers) that must be overcome for the recipient to be entitled to the assets transferred and a right of return for the transferred assets or a right of release of the promisor's obligation to transfer assets. ASU 2018-08 applied to resource providers and resource recipients. The new standard is effective for UWAC in the year ended June 30, 2021. On July 1, 2019, UWAC implemented ASU 2018-08 using the modified prospective basis, as permitted.

**3. Liquidity and Availability**

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

Cash and cash equivalents	\$ 708,064
Contributions receivable, net	1,424,070
Grants and pledges receivable without donor restriction	293,008
Other receivables	100,346
Investments, at fair value	<u>2,166,925</u>
Financial assets available to meet cash needs for general expenditures within one year	<u>\$ 4,692,413</u>

UWAC manages its liquidity and reserves following three guiding principles: operating within a prudent range of financial soundness and stability, maintaining adequate liquid assets to fund near-term operating needs and maintaining sufficient reserves to provide reasonable assurance that obligations will be discharged. As part of its liquidity management plan, UWAC has a policy to structure its financial assets to be available as general expenditures, liabilities and other obligations become due. It invests cash in excess of daily requirements in short-term investments, including savings accounts.

United Way of Allen County, Inc.

Notes to Financial Statements (continued)

**4. Contributions Receivable**

Contributions receivable at June 30, 2019, are as follows:

	<b>Without Donor Restrictions</b>	<b>With Donor Restrictions</b>	<b>Total</b>
Contributions receivable	\$ 1,549,570	\$ 5,000	\$ 1,554,570
Less allowance for uncollectible pledges	130,500	-	130,500
Contributions receivable, net	\$ 1,419,070	\$ 5,000	\$ 1,424,070

Contributions receivable, net are presented by campaign year as follows:

2019 campaign	\$ 5,000
2018 campaign	1,419,070
	\$ 1,424,070

Contributions receivable at June 30, 2018, are as follows:

	<b>Without Donor Restrictions</b>	<b>With Donor Restrictions</b>	<b>Total</b>
Contributions receivable	\$ 1,544,874	\$ 13,500	\$ 1,558,374
Less allowance for uncollectible pledges	145,723	-	145,723
Contributions receivable, net	\$ 1,399,151	\$ 13,500	\$ 1,412,651

**5. Beneficial Interest in Perpetual Trust**

UWAC has a beneficial interest in a perpetual trust administered by an outside party. Pursuant to the terms of the trust, UWAC has the irrevocable right to receive income earned on the trust assets in perpetuity, but will never receive the assets held in trust. Distributions from the perpetual trust are recorded as donor restricted income. The estimated value of UWAC's beneficial interest in the perpetual trust was \$149,623 and \$150,926 at June 30, 2019 and 2018, respectively. The change in the estimated value is recorded in net assets with donor restrictions as a gain or loss in the beneficial interest in perpetual trust.



## United Way of Allen County, Inc.

### Notes to Financial Statements (continued)

#### **6. Contributions Receivable from Remainder Trust**

UWAC is also a beneficiary pursuant to a charitable remainder trust administered by an outside party. Pursuant to the terms of the trust, UWAC has the irrevocable right to receive the net assets of the trust at the end of the trust's term. The portion of the trust attributable to the future interest of UWAC is recorded in the statements of financial position as a contribution receivable from remainder trust. The contribution receivable from this remainder trust is recorded at the present value of the expected future cash flows using applicable mortality tables and a discount rate of 2.8 percent at June 30, 2019. The estimated value of the expected future cash flows is \$203,988 and \$183,777 at June 30, 2019 and 2018, respectively.

#### **7. Beneficial Interest in Funds Held by the Community Foundation of Greater Fort Wayne Inc.**

The beneficial interest in the funds held and invested by the Community Foundation of Greater Fort Wayne Inc. (Community Foundation) is the result of an agreement whereby UWAC has transferred assets to the Community Foundation, and UWAC benefits from those assets. UWAC is allocated its funds' proportionate share of the Community Foundation's pooled funds' investment returns on an annual basis. UWAC may draw up to a certain percent of the value of the funds each year, subject to certain conditions and limitations, but may only obtain a return of the full value of the assets upon consent of the Community Foundation. The cumulative amount of the retained beneficial interest in funds held by the Community Foundation included in the statements of financial position was \$1,103,629 and \$1,072,266 at June 30, 2019 and 2018, respectively.

Amounts invested in the Community Foundation's pooled investment funds are exposed to a variety of uncertainties, including interest rate, market volatility and credit risks. Due to the level of risk associated with certain investments in the pooled fund, it is possible that changes in the values of these investments may occur in the near term. Such changes could materially affect the amounts reported in UWAC's financial statements.

Additionally, donors have also contributed funds for the benefit of UWAC to the Community Foundation. At June 30, 2019 and 2018, the fair market value of the funds was \$125,644 and \$118,683, respectively. UWAC is precluded from recognizing these assets in UWAC's statements of financial position because of the explicitly granted variance power held by the Community Foundation. Accordingly, UWAC only recognizes its annual grants by the Community Foundation from these funds as contributions.

United Way of Allen County, Inc.

Notes to Financial Statements (continued)

**8. Net Investment Return**

The composition of investment return recognized in the statements of activities and changes in net assets is as follows:

	<b>Year ended June 30</b>	
	<b>2019</b>	<b>2018</b>
Net investment return:		
Interest and dividends	\$ 43,714	\$ 37,142
Net realized gain on investments	91,158	30,623
Net unrealized gain (loss) on investments	(2,122)	55,506
	<b>132,750</b>	123,271
Less investment management and custodial fees	(13,037)	(12,789)
Net investment return	<b>\$ 119,713</b>	\$ 110,482

**9. Fair Value Measurements**

FASB Accounting Standards Codification (ASC) Topic 820 (ASC 820), *Fair Value Measurements and Disclosures*, establishes a framework for measuring fair value. That framework provides 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 unobservable inputs (Level 3 measurements). The three levels of the fair value hierarchy under ASC 820 are described below:

Level 1 Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets that UWAC has the ability to access.

Level 2 Inputs to the valuation methodology include:

- Quoted prices for similar assets or liabilities in active markets;
- Quoted prices for identical or similar assets or liabilities in inactive markets;
- Inputs other than quoted prices that are observable for the asset or liability;

If the asset or liability has a specified (contractual) term, the Level 2 input must be observable for substantially the full term of the asset or liability.

Level 3 Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

United Way of Allen County, Inc.

Notes to Financial Statements (continued)

**9. Fair Value Measurements (continued)**

The asset's or liability's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques used need to maximize the use of observable inputs and minimize the use of unobservable inputs.

Following is a description of the valuation methodologies used for assets measured at fair value. There have been no changes in the methodologies used at June 30, 2019 and 2018.

*Money market funds:* Valued at quoted market prices in an exchange and active market, which represent the net asset values of shares held by UWAC at year-end.

*Mutual funds and exchange traded funds:* Valued at the daily closing price. Mutual funds held by UWAC are open-end funds that are registered with the Securities and Exchange Commission. The mutual funds and exchange traded funds held by UWAC are deemed to be actively traded.

*Beneficial interest in perpetual trust and contribution receivable from remainder trust:* Based on a valuation model that calculates the present value of estimated distributed income. The valuation model incorporates assumptions that market participants would use in estimating future distributed income. UWAC is able to compare the valuation model inputs and results to widely available published industry data for reasonableness.

*Beneficial interest in funds held by the Community Foundation of Greater Fort Wayne Inc.:* Valued based upon UWAC's proportionate share of the Community Foundation's pooled investment portfolio, as reported by the Community Foundation at year-end. UWAC's management and investment committee review the valuations and returns in comparison to industry benchmarks and other information provided by the Community Foundation.

The methods described above may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, while UWAC believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date.

United Way of Allen County, Inc.

Notes to Financial Statements (continued)

**9. Fair Value Measurements (continued)**

The following sets forth by level, within the fair value hierarchy, UWAC's assets at fair value:

	Assets at Fair Value at June 30, 2019			
	Level 1	Level 2	Level 3	Total
<b>Money market funds</b>	\$ 27,079	\$ -	\$ -	\$ 27,079
<b>Exchange traded funds</b>				
Consumer discretionary	50,422	-	-	50,422
Consumer staples	37,629	-	-	37,629
Energy	26,694	-	-	26,694
Financial	63,370	-	-	63,370
Health care	73,278	-	-	73,278
Industrial	43,200	-	-	43,200
Technology	107,773	-	-	107,773
Materials	11,642	-	-	11,642
Real estate	14,083	-	-	14,083
Communications	49,122	-	-	49,122
Utilities	16,279	-	-	16,279
Large-cap equity	424,338	-	-	424,338
Developed markets	129,343	-	-	129,343
	<u>1,047,173</u>	-	-	<u>1,047,173</u>
<b>Mutual funds</b>				
Equity funds:				
Mid-cap growth	71,733	-	-	71,733
Mid-cap value	85,854	-	-	85,854
Small-cap growth	33,437	-	-	33,437
Small-cap value	27,080	-	-	27,080
Small-cap blend	16,853	-	-	16,853
Diversified emerging markets	36,680	-	-	36,680
Fixed income funds:				
Intermediate-term bonds	592,674	-	-	592,674
Short-term bonds	228,362	-	-	228,362
Total mutual funds	<u>1,092,673</u>	-	-	<u>1,092,673</u>
Total investments at fair value	<u>2,166,925</u>	-	-	<u>2,166,925</u>
Beneficial interest in perpetual trust	-	149,623	-	149,623
Contribution receivable from remainder trust	-	203,988	-	203,988
Beneficial interest in funds held by the Community Foundation of Greater Fort Wayne Inc.	-	-	1,103,629	1,103,629
Total other assets at fair value	-	353,611	1,103,629	1,457,240
Total assets at fair value	<u>\$ 2,166,925</u>	<u>\$ 353,611</u>	<u>\$ 1,103,629</u>	<u>\$ 3,624,165</u>

United Way of Allen County, Inc.

Notes to Financial Statements (continued)

9. Fair Value Measurements (continued)

	Assets at Fair Value at June 30, 2018			
	Level 1	Level 2	Level 3	Total
<b>Money market funds</b>	\$ 38,263	\$ -	\$ -	\$ 38,263
<b>Exchange traded funds</b>				
Consumer discretionary	114,874	-	-	114,874
Consumer staples	62,300	-	-	62,300
Energy	50,196	-	-	50,196
Financial	119,735	-	-	119,735
Health care	117,261	-	-	117,261
Industrial	80,154	-	-	80,154
Technology	233,836	-	-	233,836
Materials	23,518	-	-	23,518
Real estate	20,150	-	-	20,150
Utilities	24,629	-	-	24,629
Developed markets	29,043	-	-	29,043
	875,696	-	-	875,696
<b>Mutual funds</b>				
Equity funds:				
Mid-cap growth	68,963	-	-	68,963
Mid-cap value	89,826	-	-	89,826
Small-cap growth	41,527	-	-	41,527
Small-cap value	35,979	-	-	35,979
Small-cap blend	20,609	-	-	20,609
Diversified emerging markets	37,412	-	-	37,412
International value	62,321	-	-	62,321
International growth	63,661	-	-	63,661
Fixed income funds:				
Intermediate-term bonds	516,188	-	-	516,188
Short-term bonds	196,420	-	-	196,420
Total mutual funds	1,132,906	-	-	1,132,906
Total investments at fair value	2,046,865	-	-	2,046,865
Beneficial interest in perpetual trust	-	150,926	-	150,926
Contribution receivable from remainder trust	-	183,777	-	183,777
Beneficial interest in funds held by the Community Foundation of Greater Fort Wayne Inc.	-	-	1,072,266	1,072,266
Total other assets at fair value	-	334,703	1,072,266	1,406,969
Total assets at fair value	\$ 2,046,865	\$ 334,703	\$ 1,072,266	\$ 3,453,834

United Way of Allen County, Inc.

Notes to Financial Statements (continued)

**9. Fair Value Measurements (continued)**

The table below sets forth a summary of changes in the fair value of UWAC's Level 3 assets:

	<b>Year ended June 30</b>	
	<b>2019</b>	<b>2018</b>
Balance at beginning of year	<b>\$ 1,072,266</b>	\$ 973,224
Interest and dividend income	<b>40,806</b>	40,378
Net unrealized gain (loss)	<b>(5,640)</b>	50,166
Net realized gain on sale of securities	<b>584</b>	12,722
Investment fees	<b>(1,970)</b>	(1,823)
Administrative fees	<b>(2,417)</b>	(2,401)
Change in value of beneficial interest in funds held by the Community Foundation of Greater Fort Wayne Inc.	<b>31,363</b>	99,042
Balance at end of year	<b><u>\$ 1,103,629</u></b>	<u>\$ 1,072,266</u>

**10. Endowment Funds**

ASC 958, *Not-for-Profit Entities*, requires certain net asset classification changes for institutional endowment funds under Uniform Prudent Management of Institutional Funds Act (UPMIFA). Effective July 1, 2007, the Indiana General Assembly adopted UPMIFA.

UWAC's endowment (Endowment) primarily consists of three funds held at the Community Foundation. Its endowment includes both donor-restricted endowment funds and funds designated by the Board of Directors to function as endowments. In addition, the Endowment also includes a perpetual trust and a remainder trust that are administered by outside parties. As required by accounting principles generally accepted in the United States of America, net assets associated with endowment funds, including funds designated by the Board of Directors to function as endowments, are classified and reported based on the existence or absence of donor-imposed restrictions.

United Way of Allen County, Inc.

Notes to Financial Statements (continued)

**10. Endowment Funds (continued)**

Endowment net asset composition by type of fund as of June 30, 2019, is as follows:

	<b>Without Donor Restrictions</b>	<b>With Donor Restrictions</b>	<b>Total</b>
Donor-restricted endowment funds:			
Beneficial interest in perpetual trust	\$ -	\$ 149,623	\$ 149,623
Contributions receivable from remainder trust	-	203,988	203,988
Beneficial interest in funds held by the Community Foundation of Greater Fort Wayne Inc.	-	812,569	812,569
	-	<b>1,166,180</b>	<b>1,166,180</b>
Board-designated endowment funds:			
Beneficial interest in funds held by the Community Foundation of Greater Fort Wayne Inc.	<b>291,060</b>	-	<b>291,060</b>
Total funds	<b>\$ 291,060</b>	<b>\$ 1,166,180</b>	<b>\$ 1,457,240</b>

Changes in endowment net assets for the year ended June 30, 2019, is as follows:

	<b>Without Donor Restrictions</b>	<b>With Donor Restrictions</b>	<b>Total</b>
Endowment net assets at beginning of year	\$ 282,789	\$ 1,124,180	\$ 1,406,969
Gain on beneficial interest in funds held by the Community Foundation of Greater Fort Wayne, Inc.	8,271	23,092	31,363
Change in value of beneficial interest in perpetual trust	-	(1,303)	(1,303)
Change in value of contributions receivable from remainder trust	-	20,211	20,211
Endowment net assets at end of year	<b>\$ 291,060</b>	<b>\$ 1,166,180</b>	<b>\$ 1,457,240</b>

United Way of Allen County, Inc.

Notes to Financial Statements (continued)

**10. Endowment Funds (continued)**

Endowment net asset composition by type of fund as of June 30, 2018, is as follows:

	<b>Without Donor Restrictions</b>	<b>With Donor Restrictions</b>	<b>Total</b>
Donor-restricted endowment funds:			
Beneficial interest in perpetual trust	\$ -	\$ 150,926	\$ 150,926
Contributions receivable from remainder trust	-	183,777	183,777
Beneficial interest in funds held by the Community Foundation of Greater Fort Wayne Inc.	-	789,477	789,477
	-	1,124,180	1,124,180
Board-designated endowment funds:			
Beneficial interest in funds held by the Community Foundation of Greater Fort Wayne Inc.	282,789	-	282,789
Total funds	<u>\$ 282,789</u>	<u>\$ 1,124,180</u>	<u>\$ 1,406,969</u>

Changes in endowment net assets for the year ended June 30, 2018, is as follows:

	<b>Without Donor Restrictions</b>	<b>With Donor Restrictions</b>	<b>Total</b>
Endowment net assets at beginning of year	\$ 256,669	\$ 1,062,602	\$ 1,319,271
Gain on beneficial interest in funds held by the Community Foundation of Greater Fort Wayne, Inc.	26,120	72,922	99,042
Change in value of beneficial interest in perpetual trust	-	6,517	6,517
Change in value of contributions receivable from remainder trust	-	(17,861)	(17,861)
Endowment net assets at end of year	<u>\$ 282,789</u>	<u>\$ 1,124,180</u>	<u>\$ 1,406,969</u>



## United Way of Allen County, Inc.

### Notes to Financial Statements (continued)

#### 10. Endowment Funds (continued)

##### Interpretation of Relevant Law

The Board of Directors of UWAC has interpreted UPMIFA as requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds absent explicit donor stipulation to the contrary. As a result of this interpretation, UWAC retains in perpetuity (a) the original value of gifts donated to the Endowment, (b) the original value of subsequent gifts to the Endowment and (c) accumulations to the Endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund. In accordance with UPMIFA, UWAC considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

- The duration and preservation of the fund.
- The purposes of UWAC and the donor-restricted endowment fund.
- General economic conditions.
- The possible effect of inflation and deflation.
- The expected total return from income and the appreciation (depreciation) of investments.
- Other resources of UWAC.
- The investment policies of UWAC.

##### Return Objectives and Risk Parameters

UWAC has adopted investment and spending policies for the Endowment that attempt to provide a predictable stream of funding to programs supported by its endowment while seeking to maintain the purchasing power of the endowment assets. Endowment assets include those assets of donor-restricted funds that the organization must hold in perpetuity as well as board-designated funds. Under this policy, as approved by the Board of Directors, the endowment assets are invested in a manner that is intended to produce results that exceed the price and yield results of certain investment benchmark indices while assuming a moderate level of investment risk. UWAC expects its endowment funds, over time, to provide an average rate of return while assuming a moderate level of investment risk. Actual returns in any given year may vary from this amount.

United Way of Allen County, Inc.

Notes to Financial Statements (continued)

**10. Endowment Funds (continued)**

**Strategies Employed for Achieving Objectives**

The purpose of the Endowment Fund is to facilitate donors' desires to make substantial long-term gifts to the community and to develop a new and significant source of revenue for UWAC. In so doing, the Endowment will provide a secure, long-term source of funds to: (1) stabilize agency funding during periods of below normal annual campaigns; (ii) fund special grants; (iii) ensure long-term growth; (iv) enhance our ability to meet changing community needs in both the short and long-term and (v) support the administrative expenses of UWAC as deemed appropriate.

**Spending Policy and How the Investment Objectives Relate to Spending Policy**

UWAC's Board of Directors has approved a spending policy whereby in the year following the attainment of the initial disbursement restriction of \$1 million and in all subsequent years, distributions will be limited to the lesser of 6 percent of the market value of the Endowment balance at year-end, or 90 percent of annual investment income (defined as dividends, interest and both realized and unrealized securities appreciation). Within these parameters, the amount of the disbursement shall be determined annually by the UWAC Board of Directors, who may also elect to take no distribution in any given year.

Endowment Fund principal, unless otherwise directed by the donor, shall not be disbursed except for emergency situations. In order to make a principal disbursement, a two-thirds majority vote by the UWAC Board of Directors will be required.

United Way of Allen County, Inc.

Notes to Financial Statements (continued)

**11. Net Assets**

Net assets without donor restrictions are as follows:

	<b>June 30</b>	
	<b>2019</b>	<b>2018</b>
Board designated for endowment	<b>\$ 291,060</b>	\$ 282,789
Undesignated	<b>4,041,309</b>	4,071,954
	<b><u>\$ 4,332,369</u></b>	<u>\$ 4,354,743</u>

Net assets with donor restriction are restricted for the following purposes and periods:

	<b>June 30</b>	
	<b>2019</b>	<b>2018</b>
Subject to expenditure for specific purpose:		
211 Services	<b>\$ 50,000</b>	\$ -
Education initiatives	<b>3,800</b>	-
On My Way Pre-K Pilot program	-	50,469
UnitedIN16 grant	-	33,856
UWW County Health Rank Cohort grant		5,000
Accumulated operating endowment earnings	<b>277,360</b>	254,269
Promises to give, the proceeds from which have been restricted by donors for:		
Future year campaign	<b>5,000</b>	13,500
UnitedIN18 grant	<b>80,010</b>	-
	<b><u>416,170</u></b>	<u>357,094</u>
Subject to passage of time:		
Future campaign	<b>316,824</b>	319,160
	<b><u>732,994</u></b>	<u>676,254</u>
Restricted in perpetuity	<b>888,819</b>	869,911
	<b><u>\$ 1,621,813</u></b>	<u>\$ 1,546,165</u>

Net assets released from donor restrictions by incurring expenses satisfying the restricted purpose specified by the donor or by the occurrence of the passage of time were \$752,242 in 2019 and \$805,619 in 2018.

United Way of Allen County, Inc.

Notes to Financial Statements (continued)

**12. Lease Commitments**

UWAC leases an office building pursuant to a fifteen year lease agreement that began in January 2007, with escalating rent payments through 2022. UWAC has two successive options of five years each to renew the term of the lease subject to certain terms, conditions and provisions. In order to properly recognize rent expense on a straight-line basis over the lease term, a deferred rent balance of \$44,318 and \$56,766 is recorded on the statements of financial position at June 30, 2019 and 2018, respectively. Rental expense for office space for the years ended June 30, 2019 and 2018 was \$141,449. Actual lease payments on the facility leases totaled \$153,898 and \$150,880 for the years ended June 30, 2019 and 2018, respectively.

UWAC leases equipment pursuant to operating lease arrangements. These leases expire at various dates through March 2021. Rental expense for these leases for the years ended June 30, 2019 and 2018 was \$12,441 and \$14,178, respectively.

Future minimum payments under noncancelable operating leases with initial terms of one year or more consisted of the following at June 30, 2019:

<b>Year ended June 30</b>	<b>Office Building</b>	<b>Equipment</b>	<b>Total</b>
2020	\$ 156,976	\$ 5,419	\$ 162,395
2021	160,115	1,050	161,165
2022	80,850	-	80,850
	<b>\$ 397,941</b>	<b>\$ 6,469</b>	<b>\$ 404,410</b>

**13. Employee Retirement Plan**

UWAC sponsors a Section 403(b) defined-contribution plan for the benefit of substantially all of its employees, which allows for both employee and employer contributions. UWAC's contribution consists of a Board-established contribution of eligible compensation, at a rate of 2 percent for the year ended June 30, 2019. UWAC also contributes a matching contribution of 50 percent of employee contributions, up to 4 percent of eligible employee compensation. UWAC's cash contributions to the plan were \$35,139 and \$30,082 for the years ended June 30, 2019 and 2018, respectively.

## United Way of Allen County, Inc.

### Notes to Financial Statements (continued)

#### **14. Related Party Transactions**

Certain members of the Board of Directors are employed by organizations that have provided banking, legal and other services for UWAC. The fees received or paid for these services were based on customary and reasonable rates for such services.

UWAC has outsourced pledge processing services to UniFi Solutions, previously Nonprofit Processing and Accounting Services, an operating program of IUW. The fees paid for these services for the years ended June 30, 2019 and 2018 were \$53,787 and \$38,130, respectively.

UWAC pays annual dues to United Way Worldwide, the leadership and support organization for the network of nearly 1,800 community based United Ways across more than 40 countries and territories worldwide. Those dues are used to help underwrite television advertising, defray the costs of marketing and campaign materials used locally, and support training of United Way staff. Dues expense for the years ended June 30, 2019 and 2018 was \$50,378 and \$49,888, respectively. UWAC also pays membership dues to IUW; these dues amounted to \$30,024 and \$11,525 for the years ended June 30, 2019 and 2018, respectively.

In June 2018, UWAC was awarded a \$483,000 UnitedIN18 grant from IUW to support community work in education, financial stability or health, matching local fund raising increases during the 2018 and 2019 campaigns. Pursuant to this grant, UWAC recognized revenue of \$338,018 in the year ended June 30, 2019.

In July 2016, UWAC was awarded a \$400,000 UnitedIN16 grant from IUW to support community work in education, financial stability or health, matching local fund raising increases during the 2016 and 2017 campaigns. Pursuant to this grant, UWAC recognized revenue of \$106,048 in the year ended June 30, 2018.

#### **15. Subsequent Events**

Management has evaluated subsequent events through August 8, 2019, the date on which the financial statements were available to be issued.