CENTRE COUNTY UNITED WAY

REPORT ON AUDIT OF FINANCIAL STATEMENTS

YEARS ENDED JUNE 30, 2017 AND 2016

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FIORE FEDELI SNYDER CAROTHERS, LLP

Certified Public Accountants and Consultants

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Independent Auditor's Report

Board of Directors Centre County United Way Pine Grove Mills, Pennsylvania

Report on the Financial Statements

We have audited the accompanying financial statements of Centre County United Way, which comprise the statements of financial position as of June 30, 2017 and 2016, 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 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 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 Centre County United Way as of June 30, 2017 and 2016, and results of its operations, and 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.

Emphasis of Matter

As discussed in Note K to the financial statements, Centre County United Way has elected to change the its method of accounting for investments in assets held by others by reporting them on the statement of financial position. Such assets were added to the June 30, 2016 statement of financial position through an adjustment to ending net assets. Our opinion is not modified with respect to this matter.

State College, Pennsylvania November 20, 2017

From Faleli Sylu Canthe, LCP

CENTRE COUNTY UNITED WAY STATEMENTS OF FINANCIAL POSITION

	Jur	ne 30,			
	2017	2016			
ASSETS					
Current Assets: Cash and cash equivalents Pledges receivable, net of allowance for uncollected pledges of \$75,164 in 2017	\$ 988,597	\$ 844,567			
and \$75,745 in 2016. Prepaid expenses and other current assets	611,173	737,731			
Total Current Assets	\$1,601,704	\$1,585,162			
Property and Equipment, Net	2,562	982			
Certificates of Deposit	323,311	322,876			
Investment in Assets Held by Others	146,356	138,750			
Investments - Restricted	1,187,012	1,097,347			
Total Assets	\$3,260,945	\$ 3,145,117			
LIABILITIES AND NET ASSETS					
Current Liabilities: Accounts payable Allocations and designations payable Accrued salaries and wages Accrued expenses Accrued compensated absences Accrued payroll liabilities	\$ 10,598 90,669 4,753 1,874 6,714 370	\$ 1,287 133,261 3,099 8,362 1,352			
Total Liabilities	114,978	147,361			
Net Assets: Unrestricted Board designated Undesignated Total unrestricted net assets	1,492,633 298,183 1,790,816	1,495,665 244,307 1,739,972			
Temporarily restricted	1,355,151	1,257,784			
Total Net Assets	3,145,967	2,997,756			
Total Liabilities and Net Assets	\$3,260,945	\$3,145,117			

See Accompanying Notes to Financial Statements

CENTRE COUNTY UNITED WAY STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS

	*********	Year Ended	l June 30, 2016
Changes in Unrestricted Net Assets: Revenue and support:			
Contributions Special events, net of expenses of	\$	1,492,163	\$ 1,643,930
\$51,662 in 2017 and \$49,845 in 2016 Miscellaneous		171,086 1,934	168,896 11,864
Appreciation in assets held by others Interest income		7,606 2,084	3,969
Total revenue and support		1,674,873	1,828,659
Net assets released from restrictions		168,085	113,823
Total revenues and support and assets released from restrictions		1,842,958	1,942,482
Expenses: Program Services			
Agency allocations Other programs		1,545,760 76,418	1,798,447
Total program services		1,622,178	1,888,954
Supporting Services: Administration		25,671	32,207
Fundraising		144,265	148,264
Total supporting services		169,936	180,471
Total expenses		1,792,114	2,069,425
<pre>Increase/(decrease) in unrestricted net assets</pre>		50,844	(126,943)
Changes in Temporarily Restricted Net Assets			
Contributions Grants		145,786 30,000	1,146,609 15,000
Investment income Unrealized gains		29,344 60,322	23,752 73,595
Net assets released from restrictions due to payment	(168,085)	(113,823)
Increase in temporarily restricted net assets		97,367	1,145,133
Change in Net Assets		148,211	1,018,190
Net Assets, beginning of year		2,997,756	1,979,566
Net Assets, end of year	\$	3,145,967	\$ 2,997,756

See Accompanying Notes to Financial Statements

CENTRE COUNTY UNITED WAY
STATEMENT OF FUNCTIONAL EXPENSES
YEAR ENDED JUNE 30, 2017

TOTAL	\$ 1,316,412 55,931	1,372,343	212,460 42,245 19,058	273,763	1,19	,49	5,31	,50	, 08	00,	, 64	6,163	,37	,16	, 72	,44	,46	90′	9	\circ	146,008	\$ 1,792,114
FUNDRAISING			\$ 84,157 16,747 7,560	108,464	1	1	,31	69	325	\sim	9	9		$^{\circ}$	9	274	9	9			35,801	\$ 144,265
ADMINISTRATION			\$ 7,802	9,458	1	15,495	1			l	143	1				51			4	61	16,213	\$ 25,671
TOTAL	\$1,316,412	1,372,343	120,501 24,501 10,839	155,841	41,191		1	99,	3,699	,47	, 73		,37	, 76	,37	3,120	, 23	,39	24	\vdash	93,994	\$1,622,178
PROGRAM OTHER PROGRAMS	\$ 55,931	55,931	4,911 1,000 443	6,354	1,680		1		151		Ŋ		7	Ŋ		1,417				152	14,133	\$ 76,418
ALLOCATIONS	\$1,316,412	1,316,412	115,590 23,501 10,396	149,487	39,511		1	,65	3,548	, 12	,37	ı	1	61	23	1,703	17	11	23		79,861	\$1,545,760
	Agency allocations Program payments	Total agency payments	Salaries and wages Employee benefits Payroll taxes	Total salaries and benefits	Dues/subscriptions	Professional fees	Campaign	variance variable var	Miscellaneous	Advertising	Equipment rent/maintenance	Postage	Day of caring	Office supplies	Telephone	Information technology	Insurance	Conference/meetings	Depreciation	Travel	Total other expenses	Total functional expenses

See Accompanying Notes to Financial Statements

STATEMENT OF FUNCTIONAL EXPENSES YEAR ENDED JUNE 30, 2016

TOTAL	\$ 1,632,288	1,673,538	200,101 42,456 17,847	260,404	36,543	2,73	0, I3	, 74	7,60	, 24	0,19	,46	,72	,81	, 51	9	3,034	34	1,329	135,438	\$ 2,069,425
FUNDRAISING			\$ 97,158 16,679 6,486	120,323		1 (, I.3	2,924	7	2	75	3,464	i	277	9	I	224	3	98	27,941	\$ 148,264
ADMINISTRATION			\$ 7,950	8,203	1 (1	195		1	164	i	i	09	57	70	49	Н	21	24,004	\$ 32,207
TOTAL	\$1,632,288 41,250	1,673,538	94,993 25,595 11,290	131,878	36,543	1	i	21	, 37	9,622	,27	i i			•	ω	2,761		1,210	83,538	\$1,888,954
PROGRAM OTHER PROGRAMS	\$ 41,250	41,250	18,999 5,119 2,258	26,376	7,308	1	1	2	7	1,924	,85	1		9	639	\sim	5	9	242	22,881	\$ 90,507
ALLOCATIONS	\$1,632,288	1,632,288	75,994 20,476 9,032	105,502	29,235	î Î	1	5,302	, 89	69	4	1	1	, 78	2,559	2	0			60,657	\$1,798,447
	Agency allocations Program payments	Total agency payments	Salaries and wages Employee benefits Payroll taxes	Total salaries and benefits	Ω	Professional fees	Campaign	Occupancy	Miscellaneous	Advertising	Equipment rent/maintenance	Postage	Day of caring	Office supplies	Telephone	Insurance	Conference/meetings	Depreciation	Travel	Total other expenses	Total functional expenses

See Accompanying Notes to Financial Statements

CENTRE COUNTY UNITED WAY STATEMENTS OF CASH FLOWS

		Year Ended	J1	une 30, 2016
CASH FLOWS FROM OPERATING ACTIVITIES: Cash received from benefactors and others Interest received Cash paid to agencies, employees and vendors	\$ (1,924,597 2,084 1,780,834)		1,901,173 1,406 (2,165,720)
<pre>Net cash provided by/(used in) operating activities</pre>		145,847		(263,141)
CASH FLOWS FROM INVESTING ACTIVITIES: Purchase of investments restricted for disaster recovery, net Purchase of assets	(1,817)		(1,000,000) (<u>1,016</u>)
Net cash used in investing activities	(1,817)		(1,001,016)
CASH FLOWS FROM FINANCING ACTIVITIES: Contribution restricted for disaster recovery				1,000,000
Increase/(decrease) in cash and cash equivalents	3	144,030		(264,157)
Cash and cash equivalents, beginning		844,567		1,108,724
Cash and cash equivalents, ending	\$	988,597	\$	844,567
RECONCILIATION OF INCREASE IN NET ASSETS TO NET CASH PROVIDED BY OPERATING ACTIVITIES: Change in net assets Adjustments to reconcile change in net assets	\$	148,211	\$	1,018,190
to net cash provided by operating activities: Depreciation Return on investments Contribution restricted for disaster	(265 89,666)		34 (99,910)
recovery Administration fee revenue Change in assets held by others (Increase)/decrease in assets:	(7,606)		(1,000,000) (3,098)
Pledges receivable Prepaid expenses and other current assets Increase/(decrease) in liabilities:	(127,956 930)		(111,577) 1,864
Accounts payable Allocations and designations payable Accrued expenses	(9,311 42,592) 898		672 (55,956) (13,360)
Net cash provided by/(used in) operating activities		145,847		(263,141)

CENTRE COUNTY UNITED WAY NOTES TO FINANCIAL STATEMENTS YEARS ENDED JUNE, 2017 AND 2016

A. Nature of Operations And Summary of Significant Accounting Policies

Nature of Operations

The Centre County United Way (the "Organization") is a non-profit organization formed to raise community funds and allocate money to a group of member service agencies providing health, welfare, and social services in Centre County, Pennsylvania.

Basis of Presentation

Financial statement presentation follows the recommendations of the Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) 958-205, Not-for-Profit Entities Financial Statement Presentation. Under FASB ASC958-205, Centre County United Way is required to report information regarding its financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets and permanently restricted net assets.

Basis of Accounting

Centre County United Way prepares its financial statements on the accrual basis of accounting. Therefore, revenue is recognized when earned and expenses are recorded when the obligation is incurred.

Use of Estimates

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

Cash and Cash Equivalents

Cash and cash equivalents include investments in highly liquid instruments purchased with an original maturity of three months or less.

Certificates of Deposit

Certificates of deposit are recorded in the financial statements as long-term assets based on their long-term maturity date or management's intentions to rollover the certificates of deposit over a long-term maturity.

A. <u>Nature of Operations And Summary of Significant Accounting Policies</u> (continued)

Pledges Receivable

Pledged support is considered available for unrestricted use unless specifically restricted by the donor. Unpaid pledges are written off a year and a half after the end of the campaign year.

<u>Investments</u> and <u>Investment Risks</u>

Investments in marketable equity securities with readily determinable fair values and all investments in debt securities are recorded at fair value. Investment income or loss (including realized and unrealized gains and losses on investments, interest and dividends) is included in the change in unrestricted net assets unless the income or loss is restricted by donor or law.

The Organization's investments are comprised of a variety of financial instruments and are managed by investment advisors. The fair values reported in the statement of financial position are exposed to various risks including changes in the equity markets, the interest rate environment and general economic conditions. Due to the level of risk associated with certain investment securities and the level of uncertainty related to changes in the fair value of investment securities, it is reasonably possible that the amount reported in the accompanying financial statements could change materially in the near term.

Contribution of Services

A substantial number of volunteers have contributed significant amounts of time to the Organization's program services and to its fundraising campaigns. These services are not recorded in the financial statements since they do not meet the criteria for recognition in accounting standards established for not-for-profit organizations. Services provided for Day of Caring would be evaluated by the agency receiving the benefit of the services.

Property and Equipment

The Organization capitalizes property and equipment purchases of \$1,000 or greater. Property and equipment are recorded at cost and depreciated using the straight-line method over the estimated useful lives of the assets ranging from three to thirty-nine years. Repairs and maintenance are expensed and major betterments are capitalized.

A. <u>Nature of Operations And Summary of Significant Accounting Policies</u> (continued)

Property and Equipment (continued)

Depreciation expense during the year ended June 30, 2017 and 2016 was \$265 and \$34, respectively.

Functional Expenses

The costs of providing activities have been summarized on a functional basis in the statement of activities. Certain costs have been allocated among the programs and supporting services benefited.

Restricted and Unrestricted Revenues and Contributions

Centre County United Way has adopted FASB ASC 958-605, Not-for-Profit Entities Revenue Recognition. Contributions are recognized when the donor makes an unconditional promise to give to the Organization. Contributions are recorded as unrestricted, temporarily restricted, or permanently restricted support, depending on the existence and/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 restrictions. When a restriction expires (that is, when a stipulated restriction ends or purpose restriction is accomplished), temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restriction.

The Organization used the allowance method to determine uncollectible amounts of receivables resulting from unconditional promises to give. The allowance is based on prior years' experience and management analysis of specific promises made. The allowance for uncollectible pledges was \$75,164 and \$74,132 at June 30, 2017 and 2016, respectively.

Advertising

Advertising costs are charged to expense as incurred and were \$14,007 and \$19,244 for the years ended June 30, 2017 and 2016 respectively.

A. <u>Nature of Operations And Summary of Significant Accounting Policies</u> (continued)

Member Agency Allocations

Allocations to member agencies are recorded based on the campaign allocation recommended by the Fund Distribution Committee and approved by the Board of Directors.

Income Taxes

The Organization is a not-for-profit corporation exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code. The Organization is not a private foundation within the meaning of Section 509(a) of the Internal Revenue Code.

The Organization accounts for uncertainty in income taxes using a recognition threshold of more-likely-than not to be sustained upon examination by the appropriate taxing authority. Measurement of the tax uncertainty occurs if the recognition threshold is met. Management determined there were no tax uncertainties that met the recognition threshold in 2017.

The Organization's federal income tax returns for years subsequent to 2013 remain subject to examination by the Internal Revenue Service.

Temporarily Restricted Net Assets

Temporarily restricted net assets are those whose use by an organization has been limited to a specific time period or purpose.

Subsequent Events

The Organization evaluated subsequent events for recognition or disclosure through November 20, 2017 the date the financial statements were available to be issued.

B. Concentration of Credit Risk

The bank balances and certificates of deposit are held at various local banks and secured by federal deposit insurance coverage for interest bearing accounts. At June 30, 2017 and 2016, \$265,880 and \$11,387, respectively, of the Organization's accounts were exposed to credit risk.

C. <u>Investments</u>

Investments consist of the following at June 30:

	2017	2016
Vanguard Account		
Cash and cash equivalents	\$ 54,885	51,179
Exchange traded funds	42,863	33,007
Mutual funds	1,089,264	1,013,161
m-t-7 1-77 -+ xx 7		
Total held at Vanguard	1,187,012	1,097,347
Certificates of Deposit	323,311	322,876
The contract of popular		3227070
Total Investments	\$ <u>1,510,323</u>	\$ 1,420,223

Total investment returns on those investments were as follows:

	2017	2016
Interest and dividend income	\$ 29,344 \$	23,752
Change in unrealized gains/(losses) on investments other than trading securities	60,322	73,595
Investment gain	\$ <u>89,676</u> \$	<u>97,347</u>

D. Fair Value Measurement of Assets

Financial assets measured at fair market value are categorized based upon the following characteristics or inputs to the valuation techniques:

Level 1 - Quoted prices are available in the active market for identical assets or liabilities as of the reported date.

Level 2 - Pricing inputs are other than quoted prices in active markets for identical assets, which are either directly or indirectly observable as of the reported date. The nature of these assets and liabilities include items for which quoted prices are available but traded less frequently, and items that are fair valued using other financial instruments, the parameters of which can be directly observed.

Level 3 - Valuations derived from valuation techniques in which one or more significant inputs or significant value drivers are unobservable.

D. <u>Fair Value Measurement of Assets</u> (continued)

This hierarchy requires the use of observable market data when available.

Financial assets are classified in their entirety based on the lowest level of input that is significant to the fair value measurement. The following table presents those financial assets that are remeasured annually at their fair market value, as of June 30, 2017 and 2016, by level within the fair value hierarchy:

Quoted Prices in Active
Markets for Identical Assets
(Level 1)

		2017	_	2016
Investments:				
Cash and cash equivalents	\$	54,885	\$	51,179
Certificates of deposit		323,311		322,876
Global equity mutual funds		614,768		531,974
Domestic equity mutual funds		108,305		121,576
Domestic fixed income mutual funds		245,929		223,178
International equity mutual funds		64,331		83,086
International fixed income mutual funds		55,931		53,347
Exchange traded products (ETFs)	_	42,863		33,007
	\$ <u>[</u>	1,510,323	\$.	1,420,223

At June 30, 2017 and 2016, the Organization did not have any assets whose fair value were measured using Level 2 or 3 inputs.

Fair values of financial instruments were determined as follows:

Cash and cash equivalents and certificates of deposit: The carrying amounts approximate fair value because of the short maturity of those financial instruments.

Investments: Mutual funds, equities and ETFs in the investment portfolio are measured at fair value using quoted market prices for identical assets, which are considered Level 1 inputs.

E. Property and Equipment, Net

Property and equipment consist of the following at June 30:

	2017	2016
Equipment	\$ 11,361 \$	9,516
Less accumulated depreciation	(<u>8,799</u>) (8,534)
Property and equipment, net	\$ <u>2,562</u> \$\$	982

F. <u>Designated Payables</u>

Donations received and designated specifically to an agency are classified as revenue by each agency and as accounts payable for the Organization. Designated payables amounted to \$32,839 and \$40,281 at June 30, 2017 and 2016.

G. Unrestricted Net Assets

Board designated unrestricted net assets were available for the following purposes as of June 30:

	2017	2016
Agency Allocation Fund at Centre Foundation Community Impact Young Leaders Women's Leadership Group	\$ 1,300,000 146,356 34,164 667 	\$1,300,000 138,750 44,641 667 11,607
Total	\$ <u>1,492,633</u>	\$ 1,495,665

H. Temporarily Restricted Net Assets

Temporarily restricted net assets were available for the following purposes as of June 30:

-	2017	2016
Subsequent year campaign pledges Day of caring Disaster fund	\$ 145,786 22,352 1,187,013	\$ 146,609 13,828 1,097,347
	\$1,355,151	\$1,257,784

I. <u>Disaster Fund</u>

During 2015 the Organization received a \$1,000,000 gift restricted for helping people in the Centre Region of Pennsylvania should a natural disaster strike the area. The funds were invested in marketable securities with the restriction that all investment income will be accumulated in the fund.

J. Employee Benefit Plans

On January 1, 2014, the Organization adopted a SEP-IRA available to all eligible employees. Pension expense was \$21,819 and \$20,485 for the years ended June 30, 2017 and 2016, respectively.

K. <u>Interest in Assets Held by Others</u>

Centre County United Way's programs also benefit from endowment funds created at the Centre Foundation (the "Foundation") by others. Distributions are recorded as contributions when received since Centre County United Way is the beneficiary of the fund but not the resource provider.

During 1998, the Centre County United Way established an endowment fund with The Foundation. The value of Centre County United Way's interest in the funds, as reported by the Foundation at June 30 was:

Centre County United Way Fund honoring Ellie Beaver \$ 146,356 \$ 138,750

This asset was added to the June 30, 2016 statement of financial position through an adjustment to ending unrestricted net assets.

Since the transfers were made in exchange for returns of or returns on the amount transferred, they are reported in the statement of financial position.

At the time of the transfers, the Organization granted variance power to the Foundation. That power gives the Foundation the right to make payments to other qualified organizations, if, at any time in the future, it becomes unnecessary, impossible or inconsistent with the charitable need as determined by the Foundation, to make payments as originally intended at the inception of the Fund.

L. <u>Leases</u>

The Organization leases its office under a non-cancellable operating lease through May 2020. The Organization also leases storage space on a month to month basis. Rent expense was \$7,524 and \$7,500 for the years ended June 30, 2017 and 2016, respectively.

The Organization also leases office equipment, under a non-cancellable operating lease through June 2019. Expense under this lease was \$2,880 for the years ended June 30, 2017 and 2016. Future minimum lease commitments under these leases are as follows:

Year Ending June 30:

2018 2019 2020.	\$ 8,880 8,880 5,000
Total	\$ 22,760

* * * * * * *