FINANCIAL STATEMENTS

UNITED WAY OF MARION AND TAYLOR COUNTIES, INC.

December 31, 2019

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INDEPENDENT AUDITOR'S REPORT

Board of Directors United Way of Marion and Taylor Counties, Inc. Fairmont, West Virginia

We have audited the accompanying financial statements of United Way of Marion and Taylor Counties, Inc. (a nonprofit organization), which comprise the statements of financial position as of December 31, 2019 and 2018, 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 from material misstatement.

An audit involves performing procedures to obtain 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.

INDEPENDENT AUDITOR'S REPORT (CONTINUED)

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of United Way of Marion and Taylor Counties, Inc. as of December 31, 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.

Fairmont, West Virginia

Conly CPA Group, PLLC

January 15, 2021

STATEMENTS OF FINANCIAL POSITION UNITED WAY OF MARION AND TAYLOR COUNTIES, INC. December 31, 2019 and 2018

	2019	2018
ASSETS		
Current Asset Cash Certificates of deposit Pledges receivable-net of allowance of \$11,000 – 2019 and \$13,100 – 2018 Prepaid expenses Total Current Assets	\$ 341,796 42,000 243,240 1,048 628,084	\$ 165,360 92,191 255,051 2,261 514,863
Fixed Assets Land and building Furniture equipment and computers Accumulated depreciation	185,000 27,342 (15,525) 196,817	14,610 (14,012) 598
Other Assets Investments at fair market value	245,579	190,508
TOTAL ASSETS	<u>\$ 1,070,480</u>	<u>\$ 705,969</u>
LIABILITIES AND NET ASSETS		
Current Liabilities Accounts payable and accrued expenses Allocations and designations payable Total Current Liabilities	\$ 8,437 306,959 315,396	\$ 5,297 313,923 319,220
Other Liabilities Total Liabilities	315,396	319,220
Net Assets Without donor restrictions With donor restrictions Total Net Assets	293,799 461,285 755,084	(112,607) 499,356 386,749
TOTAL LIABILITIES AND NET ASSETS	<u>\$ 1,070,480</u>	<u>\$ 705,969</u>

STATEMENTS OF ACTIVITIES UNITED WAY OF MARION AND TAYLOR COUNTIES, INC. Year Ended December 31, 2019

	2019		
	Without		-
	Donor	With Donor	
	Restrictions	Restrictions	Total
Operating Revenue			
Special event income	\$ 168,029	\$	\$ 168,029
Campaign results 2019-2020	105,535	234,853	340,388
(Less donor designations)	(25,817)	(279)	(26,096)
Campaign results 2018-2019, net	(20,017)	(2,868)	(2,868)
Restriction satisfied by payment	269,777	(269,777)	(2,000)
Net Campaign Results	517,524	(38,071)	479,453
Net Campaign Results	317,324	(30,071)	477,430
Operating Expenses			
Allocations and program services	472,160		472,160
(Less estimated donor designations)	(26,096)		(26,096)
Fundraising and campaign expenses	60,635		60,635
Administration and managerial expenses	39,719		39,719
United Way of America dues	4,499		4,499
Total Operating Expenses	550,917		550,917
zomz o potomieg za pomoci		-	
Change in Net Assets From Operating Activities	(33,393)	(38,071)	(71,464)
Non-Operating Activities			
Interest income	10,311		10,311
Unrealized gain (loss) on investments	25,177		25,177
Other contributions	213,411		213,411
In-Kind contributions	190,900	()	190,900
In-Ixing contributions			
Change in Net Assets from Non-Operating Activities	439,799		439,799
CYLANCE DI NUMB A COPERC	107.107	(39.071)	269 225
CHANGE IN NET ASSETS	406,406	(38,071)	368,335
NET ASSETS, BEGINNING OF YEAR	(112,607)	499,356	386,749
NET ASSETS, END OF YEAR	<u>\$ 293,799</u>	<u>\$ 461,285</u>	\$ 755,084

STATEMENTS OF ACTIVITIES UNITED WAY OF MARION AND TAYLOR COUNTIES, INC. Year Ended December 31, 2018

	2018			
	Without			
	Donor	With Donor		
	Restrictions	Restrictions	Total	
Operating Revenue	0 133 700	ø	\$ 123,780	
Special event income	\$ 123,780	\$	*	
Campaign results 2018-2019	118,516	247,924	366,440	
(Less donor designations)	(25,971)	(1,415)	(27,386)	
Campaign results 2017-2018, net		(2,340)	(2,340)	
Restriction satisfied by payment	184,055	<u>(184,055</u>)		
Net Campaign Results	400,380	60,114	460,494	
Operating Expenses				
Allocations and program services	387,250		387,250	
(Less estimated donor designations)	(27,386)		(27,386)	
Fundraising and campaign expenses	60,687	1000	60,687	
Administration and managerial expenses	27,439		27,439	
United Way of America dues	4,512		4,512	
Total Operating Expenses	452,502		452,502	
Total Operating Expenses	102,002		1024002	
Change in Net Assets From Operating Activities	(52,122)	60,114	7,992	
Non-Operating Activities	2 420		3,429	
Interest income	3,429		190000000000000000000000000000000000000	
Unrealized gain (loss) on investments	(12,117)	051 120	(12,117)	
Other contributions	<u>50,000</u>	<u>251,432</u>	301,432	
Change in Net Assets from Non-Operating Activities	41,312	251,432	292,744	
The second secon	2			
CHANGE IN NET ASSETS	(10,810)	311,546	300,736	
NET ASSETS, BEGINNING OF YEAR	(101,797)	187,810	86,013	
NET ASSETS, END OF YEAR	<u>\$ (112,607)</u>	<u>\$ 499,356</u>	<u>\$ 386,749</u>	

STATEMENTS OF FUNCTIONAL EXPENSES UNITED WAY OF MARION AND TAYLOR COUNTIES, INC. Year Ended December 31, 2019

	2019							
	Management							
	Program Fund-		&					
	_5	Services	F	Raising	_G	eneral		Total
Allocations and Expenses								
Allocations/Awards	\$	322,993	\$		\$		\$	322,993
(Less donor designations)		(26,096)				277 MM		(26,096)
Wages, taxes and benefits		70,837		24,948		10,762		106,547
Rent		11,959		4,105		1,785		17,849
Telephone and internet		2,724		935		407		4,066
Insurance		1,228		63		1,595		2,886
Office supplies and expenses		8,086		2,622		9,047		19,755
Travel		972		334		144		1,450
Professional fees						8,762		8,762
Depreciation		1,014		347		152		1,513
Campaign promotion								
and fundraising	9	52,347		27,281	_	7,065	_	86,693
Sub-total	•	446,064	24	60,635		39,719		546,418
United Way of America								
dues	_			4,499	-),==,	_	4,499
Total Allocations								
and Expenses	<u>\$</u>	446,064	<u>\$</u>	65,134	\$	39,719	\$	550,917

STATEMENTS OF FUNCTIONAL EXPENSES UNITED WAY OF MARION AND TAYLOR COUNTIES, INC. Year Ended December 31, 2018

		2018				
		Management				
	Program	Fund-	&			
	Services	Raising	General	Total		
Allocations and Expenses						
Allocations/Awards	\$ 303,447	\$	\$	\$ 303,447		
(Less donor designations)	(27,386)		(27,386)		
Wages, taxes and benefits	50,640	21,970	9,556	82,166		
Rent	3,980	1,669	770	6,419		
Telephone and internet	2,552	1,070	494	4,116		
Insurance	1,211	41	1,688	2,940		
Office supplies and expenses	12,276	2,663	5,513	20,452		
Travel	260		43	433		
Professional fees		-	9,318	9,318		
Depreciation	295	124	57	476		
Campaign promotion						
and fundraising	12,589	33,020		45,609		
Sub-total	359,864	60,687	27,439	447,990		
United Way of America						
dues		4,512		4,512		
Total Allocations						
and Expenses	\$ 359,864	<u>\$ 65,199</u>	<u>\$ 27,439</u>	<u>\$ 452,502</u>		

STATEMENTS OF CASH FLOWS UNITED WAY OF MARION AND TAYLOR COUNTIES, INC. Years Ended December 31, 2019 and 2018

		2019		2018
CASH FLOWS FROM OPERATING ACTIVITIES:				
Increase in net assets	\$	368,335	\$	300,736
Adjustments to reconcile increase in net assets to net cash				
provided by operating activities:				
Depreciation		1,513		476
Unrealized (gain) loss on investments		(25,177)		12,117
In-Kind contributions		(190,900)		
(Increase) decrease in pledge receivables		11,811		(60,340)
(Increase) decrease in prepaid expenses		1,213		(1,603)
(Decrease) increase in accounts payable and accrued expenses		3,140		(252)
Increase (decrease) in allocations and designations payable		(6,964)		16,348
Net Cash Provided By Operating Activities	_	162,971	_	267,482
CASH FLOWS FROM INVESTING ACTIVITIES:				
Purchase of certificates of deposit		-		(92,191)
Redemption of certificates of deposit		50,191		44,415
Purchase of investment securities		(29,894)		(202,625)
Purchase of furniture and equipment		(6,832)		
Net Cash Provided by (Used in) Investing Activities	_	13,465		(250,401)
NET INCREASE IN CASH & CASH EQUIVALENTS		176,436		17,081
CASH & CASH EQUIVALENTS AT BEGINNING OF PERIOD	_	165,360	<u> </u>	148,279
CASH & CASH EQUIVALENTS AT END OF PERIOD	<u>\$</u>	341,796	<u>\$</u>	165,360

NOTES TO FINANCIAL STATEMENTS UNITED WAY OF MARION AND TAYLOR COUNTIES, INC. December 31, 2019

NOTE 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Nature of Activities

The United Way of Marion and Taylor Counties, Inc. (Organization) is a nonprofit organization whose function is to administer the collection and distribution of charitable contributions from the citizens of Marion and Taylor Counties, West Virginia. As such, they are subject to the economic conditions of the Counties. The Organization changed its name from The United Way of Marion County, Inc. to The United Way of Marion and Taylor Counties, Inc. during the year 2018 when the Organization began serving Taylor County.

Basis of Presentation

The financial statements of the Organization have been prepared on the accrual basis in accordance with accounting principles generally accepted in the United States of America. The financial statements are presented in accordance with Financial Accounting Standards Board Accounting Standards Codification (ASC) 958 and the provisions of the American Institute of Certified Public Accountants "Audit and Accounting Guide for Not-for-Profit Organizations" (the "Guide"). ASC 958-205 was effective January 1, 2018.

Under the provisions of the Guide, net assets and revenues, and gains and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, the net assets of the Organization and changes therein are classified as follows:

<u>Net assets without donor restrictions</u> – Net assets that are not subject to donor-imposed restrictions and may be expended for any purpose in performing the primary objectives of the Organization. The Organization's board may designate assets without restrictions for specific operational purposes from time to time.

<u>Net assets with donor restrictions</u> – Net assets subject to stipulations imposed by donors, and grantors. Some donor restrictions are temporary in nature; those restrictions will be met by actions of the Organization or by the passage of time. Other donor restrictions are perpetual in nature, where by the donor has stipulated the funds be maintained in perpetuity.

Contributions are recognized when a donor makes a promise to give to the Organization that is, in substance, unconditional. All contributions are considered to be available for unrestricted use unless specifically restricted by the donor. Contributions that are restricted by the donor are reported as increases in net assets without donor restrictions if the restrictions expire in the fiscal year in which the contributions are recognized. All other donor-restricted contributions are reported as increases in net assets with donor restrictions. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions.

NOTE 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Basis of Presentation (Continued)

Donors have the option to designate their contribution to a specific organization. These transactions are not reported in the statement of activities as revenue and expenses but are included in the total campaign amounts raised and then deducted as donor designations before arriving at net current year contributions. Additionally, the receipt of these designations is deducted from total community allocations to arrive at net community funding for the year. The collection of these contributions and distributions to donor specified agencies or other regional United Way organizations are transactions in which the Organization is acting as an intermediary.

The Organization uses the allowance method to determine unconditional pledges receivable. The allowance for uncollectible pledges receivable is based upon an historical average, applied to gross campaign, excluding donor designations.

Contributions

Contributions received are recorded as net assets without donor restrictions or net assets with donor restrictions depending on the existence or nature of any donor restrictions. All pledges received as of December 31, 2019 and 2018 are considered to be current receivables.

Investments

Investments are reported at fair value. Unrealized and realized gains and losses are included in the accompanying statements of activities.

Allocations Payable

The Organization allocates pledges to its participating member agencies for the campaign year. These allocations are recognized as a liability when the allocation pledge is established.

Fixed Assets

Fixed assets are recorded at cost, if purchased, or estimated fair market value, if donated, and depreciated over their estimated useful lives. Depreciation is computed on the straight-line method. Expenditures for major renewals and betterments that extend the useful lives of the equipment are capitalized. Expenditures for maintenance and repairs are charged to expense as incurred.

Income Taxes

The Organization is exempt from federal income taxes as a non-profit organization under Section 501(c)(3) of the Internal Revenue Code.

Cash and Cash Equivalents

The Organization considers all highly liquid investments available for current use with an initial maturity of three months or less to be cash equivalents.

NOTE 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Use of Estimates

The preparation of financial statements in conformity with U.S. generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Estimates such as the allowance for uncollectible pledges, are based upon known facts and circumstances. Estimates are revised by management in the period such facts and circumstances change.

NOTE 2. LIQUIDITY

The Organization's financial assets available within one year of the balance sheet date for general expenditures are as follows:

	2019	2018
Cash and certificates of deposit	\$ 383,796	\$ 257,551
Investments, at fair value	245,579	190,508
Accounts receivable	243,240	255,051
Prepaid expenses and deposits	1,048	2,261
Total Financial Assets	873,663	705,371
Less amounts restricted by donors with time		
restrictions	(201,432)	(226,432)
Total Amounts Available	<u>\$ 672,231</u>	<u>\$ 478,939</u>

As part of the Organization's liquidity management, it has a policy to structure its financial assets to be available as its general expenditures, liabilities, and other obligations come due.

NOTE 3. INVESTMENTS

During 2018, the Organization received a donation from an estate, with restrictions for use in future years. Excess funds were invested with a local brokerage firm. At December 31, 2018 and 2019 investments consisted of:

	2019		20	18	
	<u> </u>	Fair		Fair	
	Cost	Value	Cost	_Value_	
Cash-Money Market	\$ 13,212	\$ 13,212	\$ 9,254	\$ 9,254	
Mutual Funds-Stocks	87,473	93,059	60,737	52,367	
Mutual Funds-Bonds	131,833	139,308	132,634	128,887	
Total	\$ 232,518	\$ 245,579	\$ 202,625	<u>\$ 190,508</u>	

The Organization recorded an unrealized gain of \$25,177 for the year ended December 31, 2019, and an unrealized (loss) of (\$12,117) for the year ended December 31, 2018.

NOTE 4. FIXED ASSETS

During the year 2019, the Organization received in-kind donations of \$190,900 as noted:

•	Donation of real estate – valued per appraisal dated September 2019	\$ 185,000
•	Donation of LED lighting	2,400
•	Donation of large-screen televisions	1,500
•	Donation of tables, filing, cabinets and other furniture	2,000
		\$ 190,900

The Organization moved its offices to the donated real estate in November 2019.

NOTE 5. OTHER CONTRIBUTIONS

During the year 2019, the Organization was the beneficiary of an estate and received \$213,404 which had no donor-restrictions.

During the year 2018, the Organization was the beneficiary of two additional estates. The Organization received \$25,000 from the first estate which had no donor-restrictions. The Organization received \$276,432 from the second estate which restricted an annual usage limit of \$25,000.

NOTE 6. FAIR VALUE

Determination of Fair Value

The Company uses fair value measurements to record fair value adjustments to certain assets and liabilities and to determine fair value disclosures. The fair value of a financial instrument 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. Fair value is best determined based upon quoted market prices. However, in many instances, there are no quoted market prices for the company's various financial instruments. In cases where quoted market prices are not available, fair values are based on estimates using present value or other valuation techniques. Those techniques are significantly affected by the assumptions used, including the discount rate and estimates of future cash flows. Accordingly, the fair value estimates may not be realized in an immediate settlement of the instrument.

NOTE 6. FAIR VALUE (CONTINUED)

Determination of Fair Value (Continued)

The fair value guidance provides a consistent definition of fair value, which focuses on exit price in an orderly transaction (that is, not a forced liquidation or distressed sale) between market participants at the measurement date under current market conditions. If there has been a significant decrease in the volume and level of activity for the asset or liability, a change in valuation technique or the use of multiple valuation techniques may be appropriate. In such instances, determining the price at which willing market participants would transact at the measurement date under current market conditions depends on the facts and circumstances and requires the use of significant judgment. The fair value is a reasonable point within the range that is most representative of fair value under current market conditions.

Fair Value Hierarchy

The Company groups its financial assets and financial liabilities generally measured at fair value in three levels, based on the markets in which the assets and liabilities are traded and the reliability of the assumptions used to determine fair value.

Level 1-Valuation is based on quoted prices in active markets for identical assets or liabilities that the reporting entity has the ability to access at the measurement date. Level 1 assets and liabilities generally include debt and equity securities that are traded in an active exchange market. Valuations are obtained from readily available pricing sources for market transactions involving identical assets or liabilities.

Level 2-Valuation is based on inputs other than quoted prices included within level 1 that are observable for the asset or liability, either directly or indirectly. The valuation may be based on quoted prices for similar assets or liabilities; quoted prices in markets that are not active; or other inputs that are observable or can be corroborated by observable market data for substantially the full term of the asset or liability.

Level 3-Valuation is based on unobservable inputs that are supported by little or no market activity and are significant to the fair value of the assets or liabilities. Level 3 assets and liabilities include financial instruments whose value is determined using pricing models, discounted cash flow methodologies, or similar techniques, as well as instruments for which determination of fair value requires significant management judgment or estimation.

A financial instrument's categorization within the valuation hierarchy is based upon the lowest level of input that is significant to the fair value measurement.

The only assets or liabilities measured at fair value are investments. All of the Company's investments at December 31, 2019 and 2018, are considered Level 1 valuations and are valued based on quoted prices in active markets for identical assets. The carrying amounts reported for pledges receivable, approximate fair value given the short-term nature of the financial instruments based on a non-recurring assessment of fair value.

NOTE 7. RESTRICTIONS ON NET ASSETS

Restrictions on net assets are restricted due to a time restriction associated with the collection and use of the funds. Restricted funds at December 31, consists of:

	2019	2018
Net campaign results		
(for future allocations)	\$ 234,853	\$ 247,924
Estate contribution	226,432	<u>251,432</u>
Total Temporarily Restricted Net Assets	<u>\$ 461,285</u>	<u>\$ 499,356</u>

The estate contribution may only be used \$25,000 annually until it is depleted.

The Organization has no permanently restricted net assets at December 31, 2019 and 2018.

NOTE 8. LEASE COMMITMENTS

The Organization leased its office facility on an annual basis for monthly payments of \$500. The lease term expired November 30, 2019. Rent expense for each of the years ended December 31, 2019 and 2018 was \$6,000.

As discussed in Note 4, the Organization received an in-kind contribution of real estate in 2019, which is now used as their office facility.

NOTE 9. SUBSEQUENT EVENTS

The Organization has evaluated subsequent events through January 15, 2021, the date these financial statements were available to be issued. As a result of the spread of the COVID-19 coronavirus, economic uncertainties have arisen. The extent of the impact of COVID-19 on the Organization's operational and financial performance will depend on certain developments, including the duration and spread of the outbreak, impact on the Organization's donors, employees, and vendors all of which are uncertain and cannot be predicted. At this point, the extent to which COVID-19 may impact the Organization's financial condition or results of operations is uncertain.