

United Way of Larimer County
Consolidated Financial Statements and
Independent Auditor's Report
June 30, 2017 and 2016

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Independent Auditor's Report

To the Board of Directors
United Way of Larimer County
Fort Collins, CO

We have audited the accompanying consolidated financial statements of United Way of Larimer County (a 501(c)(3) nonprofit organization), which comprise the consolidated statements of financial position as of June 30, 2017 and 2016, and the related consolidated 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 consolidated 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 consolidated 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 consolidated 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 audits 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 consolidated 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 consolidated financial statements referred to above present fairly, in all material respects, the financial position of United Way of Larimer County as of June 30, 2017 and 2016, 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.

Sowkup, Bush & Associates P.C.

Fort Collins, Colorado
October 17, 2017

United Way of Larimer County
Consolidated Statements of Financial Position
June 30, 2017 and 2016

Assets	<u>2017</u>	<u>2016</u>
Cash and cash equivalents	\$ 1,776,641	\$ 1,350,328
Certificates of deposit	1,085,068	1,106,178
Beneficial interest in investments held by the Community Foundation of Northern Colorado	958,683	1,000,401
Grants receivable	53,553	88,302
Pledges receivable- net allowance of \$106,431 and \$125,125	974,103	911,976
Prepaid expenses	17,088	37,893
Other current assets	21,127	18,992
Property and equipment - net accumulated depreciation of \$385,215 and \$417,824	<u>277,340</u>	<u>419,731</u>
 Total assets	 <u>\$ 5,163,603</u>	 <u>\$ 4,933,801</u>
 Liabilities and Net Assets		
Liabilities		
Accounts payable	\$ 54,957	\$ 136,111
Designations and distributions payable	1,573,910	1,245,189
Accrued payroll and paid time off	92,285	70,511
Deferred revenue	<u>12,137</u>	<u>9,375</u>
 Total liabilities	 <u>1,733,289</u>	 <u>1,461,186</u>
 Net Assets		
Unrestricted		
Designated	2,530,292	2,132,942
Invested in property and equipment	277,340	419,730
Temporarily restricted	<u>622,682</u>	<u>919,943</u>
 Total net assets	 <u>3,430,314</u>	 <u>3,472,615</u>
 Total liabilities and net assets	 <u>\$ 5,163,603</u>	 <u>\$ 4,933,801</u>

See Accompanying Notes to the Financial Statements.

United Way of Larimer County
Consolidated Statement of Activities
For the Year Ended June 30, 2017

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
Public support and revenue				
Gross public support	\$ 4,390,024	\$ 358,655	\$ -	\$ 4,748,679
Less amounts designated by donors for specific organizations	(2,055,789)	-	-	(2,055,789)
Adjustment of provision for uncollectible pledges	<u>(46,093)</u>	<u>-</u>	<u>-</u>	<u>(46,093)</u>
Net campaign revenue	<u>2,288,142</u>	<u>358,655</u>	<u>-</u>	<u>2,646,797</u>
Special events revenue	71,243	-	-	71,243
Special events (costs)	<u>(63,091)</u>	<u>-</u>	<u>-</u>	<u>(63,091)</u>
Net special events revenue	<u>8,152</u>	<u>-</u>	<u>-</u>	<u>8,152</u>
Investment income	96,006	-	-	96,006
Grants, initiatives and service fees	172,766	640,491	-	813,257
Rental income	131,716	15,978	-	147,694
Gain on disposal of assets	193,435	-	-	193,435
Other revenue	18,529	-	-	18,529
Net assets released from restrictions	<u>1,312,385</u>	<u>(1,312,385)</u>	<u>-</u>	<u>-</u>
Total other revenue	<u>1,924,837</u>	<u>(655,916)</u>	<u>-</u>	<u>1,268,921</u>
Total public support and revenue	<u>4,221,131</u>	<u>(297,261)</u>	<u>-</u>	<u>3,923,870</u>
Expenses				
Program services	3,072,809	-	-	3,072,809
Funds development	464,321	-	-	464,321
Management and general	242,248	-	-	242,248
Marketing	133,221	-	-	133,221
UW Worldwide dues	<u>53,572</u>	<u>-</u>	<u>-</u>	<u>53,572</u>
Total expenses	<u>3,966,171</u>	<u>-</u>	<u>-</u>	<u>3,966,171</u>
Changes in net assets	254,960	(297,261)	-	(42,301)
Net assets, beginning of year	<u>2,552,672</u>	<u>919,943</u>	<u>-</u>	<u>3,472,615</u>
Net assets, end of year	<u>\$ 2,807,632</u>	<u>\$ 622,682</u>	<u>\$ -</u>	<u>\$ 3,430,314</u>

See Accompanying Notes to the Financial Statements.

United Way of Larimer County
Consolidated Statement of Activities
For the Year Ended June 30, 2016

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
Public support and revenue				
Gross public support	\$ 3,604,730	\$ 537,700	\$ -	\$ 4,142,430
Less amounts designated by donors for specific organizations	(1,315,819)	-	-	(1,315,819)
Adjustment of provision for uncollectible pledges	<u>(98,347)</u>	<u>-</u>	<u>-</u>	<u>(98,347)</u>
Net campaign revenue	<u>2,190,564</u>	<u>537,700</u>	<u>-</u>	<u>2,728,264</u>
Special events revenue	83,886	-	-	83,886
Special events (costs)	<u>(60,418)</u>	<u>-</u>	<u>-</u>	<u>(60,418)</u>
Net special events (loss)	<u>23,468</u>	<u>-</u>	<u>-</u>	<u>23,468</u>
Investment income	20,110	-	-	20,110
Grants, initiatives and service fees	174,538	480,304	-	654,842
Rental income	127,333	13,051	-	140,384
Other revenue	36,278	-	-	36,278
Net assets released from restrictions	<u>1,589,062</u>	<u>(1,446,937)</u>	<u>(142,125)</u>	<u>-</u>
Total other revenue	<u>1,947,321</u>	<u>(953,582)</u>	<u>(142,125)</u>	<u>851,614</u>
Total public support and revenue	<u>4,161,353</u>	<u>(415,882)</u>	<u>(142,125)</u>	<u>3,603,346</u>
Expenses				
Program services	3,454,385	-	-	3,454,385
Funds development	503,803	-	-	503,803
Management and general	257,118	-	-	257,118
Marketing	139,416	-	-	139,416
UW Worldwide dues	<u>57,235</u>	<u>-</u>	<u>-</u>	<u>57,235</u>
Total expenses	<u>4,411,957</u>	<u>-</u>	<u>-</u>	<u>4,411,957</u>
Changes in net assets	(250,604)	(415,882)	(142,125)	(808,611)
Net assets, beginning of year	<u>2,803,276</u>	<u>1,335,825</u>	<u>142,125</u>	<u>4,281,226</u>
Net assets, end of year	<u>\$ 2,552,672</u>	<u>\$ 919,943</u>	<u>\$ -</u>	<u>\$ 3,472,615</u>

See Accompanying Notes to the Financial Statements.

United Way of Larimer County
Consolidated Statement of Functional Expenses
For the Year Ended June 30, 2017

	Resources Allocated to the <u>Community</u>	Cost of Building Facilities Provided to the <u>Community</u>	Community <u>Services</u>	Community <u>Investment</u>	Total Program <u>Services</u>
Resources allocated to the community:					
Gross funds awarded	\$ 2,704,129	\$ -	\$ -	\$ -	\$ 2,704,129
Less amounts designated by donors for specific organizations	<u>(2,055,789)</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>(2,055,789)</u>
Resources allocated to the community	<u>648,340</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>648,340</u>
Salaries	-	25,539	796,381	342,073	1,163,993
Employee benefits	-	2,607	85,730	28,356	116,693
Payroll taxes and related items	<u>-</u>	<u>2,155</u>	<u>62,604</u>	<u>25,948</u>	<u>90,707</u>
Total salaries and related expenses	<u>-</u>	<u>30,301</u>	<u>944,715</u>	<u>396,377</u>	<u>1,371,393</u>
Direct client assistance	-	-	390,955	-	390,955
Professional fees	-	1,745	176,683	23,082	201,510
Occupancy	-	130,821	30,453	7,659	168,933
Awards and grants	-	-	123,115	491	123,606
Technology	-	1,274	24,316	13,600	39,190
Membership dues	-	518	5,064	1,078	6,660
Printing and publications	-	282	12,077	13,307	25,666
Meetings	-	84	4,840	2,751	7,675
Depreciation	-	19,348	2,767	5,713	27,828
Supplies	-	135	9,631	10,865	20,631
Other expenses	-	135	10,991	1,571	12,697
Equipment and maintenance	-	345	4,862	1,253	6,460
Postage and shipping	-	193	2,764	724	3,681
Travel and transportation	-	14	7,532	2,179	9,725
Insurance	-	283	3,980	1,610	5,873
Cash in lieu of health benefits	<u>-</u>	<u>106</u>	<u>1,495</u>	<u>385</u>	<u>1,986</u>
Total other operating expenses	<u>-</u>	<u>155,283</u>	<u>811,525</u>	<u>86,268</u>	<u>1,053,076</u>
Total functional expenses	<u>\$ 648,340</u>	<u>\$ 185,584</u>	<u>\$ 1,756,240</u>	<u>\$ 482,645</u>	<u>\$ 3,072,809</u>

See Accompanying Notes to the Financial Statements.

<u>Fund Development</u>	<u>Management and General</u>	<u>Marketing</u>	<u>UW Worldwide Dues</u>	<u>Total Supporting Services</u>	<u>Total</u>
\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,704,129
-	-	-	-	-	<u>(2,055,789)</u>
-	-	-	-	-	<u>648,340</u>
265,091	165,838	53,850	-	484,779	1,648,772
27,063	16,930	5,498	-	49,491	166,184
<u>22,364</u>	<u>13,991</u>	<u>4,541</u>	<u>-</u>	<u>40,896</u>	<u>131,603</u>
<u>314,518</u>	<u>196,759</u>	<u>63,889</u>	<u>-</u>	<u>575,166</u>	<u>1,946,559</u>
-	-	-	-	-	390,955
33,593	11,333	32,997	-	77,923	279,433
21,914	13,709	4,451	-	40,074	209,007
-	-	-	-	-	123,606
13,226	8,274	6,197	-	27,697	66,887
1,654	1,035	337	53,572	56,598	63,258
13,947	1,384	14,373	-	29,704	55,370
40,316	543	1,833	-	42,692	50,367
2,040	1,276	414	-	3,730	31,558
4,216	876	3,704	-	8,796	29,427
2,702	496	3,039	-	6,237	18,934
3,585	2,243	729	-	6,557	13,017
6,601	1,702	407	-	8,710	12,391
1,972	92	31	-	2,095	11,820
2,935	1,836	596	-	5,367	11,240
<u>1,102</u>	<u>690</u>	<u>224</u>	<u>-</u>	<u>2,016</u>	<u>4,002</u>
<u>149,803</u>	<u>45,489</u>	<u>69,332</u>	<u>53,572</u>	<u>318,196</u>	<u>1,371,272</u>
<u>\$ 464,321</u>	<u>\$ 242,248</u>	<u>\$ 133,221</u>	<u>\$ 53,572</u>	<u>\$ 893,362</u>	<u>\$ 3,966,171</u>

See Accompanying Notes to the Financial Statements.

United Way of Larimer County
Consolidated Statement of Functional Expenses
For the Year Ended June 30, 2016

	Resources Allocated to the <u>Community</u>	Cost of Building Facilities Provided to the <u>Community</u>	Community <u>Services</u>	Community <u>Investment</u>	Total Program <u>Services</u>
Resources allocated to the community:					
Gross funds awarded	\$ 1,966,245	\$ -	\$ -	\$ -	\$ 1,966,245
Less amounts designated by donors for specific organizations	<u>(1,315,819)</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>(1,315,819)</u>
Resources allocated to the community	<u>650,426</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>650,426</u>
Salaries	-	27,690	1,155,642	283,524	1,466,856
Employee benefits	-	3,265	137,285	29,063	169,613
Payroll taxes and related items	<u>-</u>	<u>2,070</u>	<u>86,956</u>	<u>20,004</u>	<u>109,030</u>
Total salaries and related expenses	<u>-</u>	<u>33,025</u>	<u>1,379,883</u>	<u>332,591</u>	<u>1,745,499</u>
Direct client assistance	-	-	371,085	1,710	372,795
Occupancy	-	159,672	50,876	8,683	219,231
Awards and grants	-	-	132,426	860	133,286
Professional fees	-	1,969	124,602	9,833	136,404
Technology	-	1,501	38,679	11,876	52,056
Membership dues	-	531	5,837	1,408	7,776
Printing and publications	-	289	16,152	5,617	22,058
Equipment rent and maintenance	-	416	5,856	1,509	7,781
Supplies	-	178	12,852	8,829	21,859
Meetings	-	409	10,714	3,914	15,037
Depreciation	-	19,761	2,695	5,695	28,151
Other expenses	-	298	11,245	1,103	12,646
Postage and shipping	-	292	4,261	1,142	5,695
Travel and transportation	-	78	12,814	2,395	15,287
Insurance	-	282	4,646	1,562	6,490
Cash in lieu of health benefits	<u>-</u>	<u>102</u>	<u>1,435</u>	<u>370</u>	<u>1,907</u>
Total other operating expenses	<u>-</u>	<u>185,778</u>	<u>806,175</u>	<u>66,506</u>	<u>1,058,459</u>
Total functional expenses	<u>\$ 650,426</u>	<u>\$ 218,803</u>	<u>\$ 2,186,058</u>	<u>\$ 399,097</u>	<u>\$ 3,454,384</u>

See Accompanying Notes to the Financial Statements.

<u>Fund Development</u>	<u>Management and General</u>	<u>Marketing</u>	<u>UW Worldwide Dues</u>	<u>Total Supporting Services</u>	<u>Total</u>
\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,966,245
-	-	-	-	-	<u>(1,315,819)</u>
-	-	-	-	-	<u>650,426</u>
287,416	179,805	58,385	-	525,606	1,992,462
33,890	21,202	6,884	-	61,976	231,589
<u>21,490</u>	<u>13,444</u>	<u>4,365</u>	<u>-</u>	<u>39,299</u>	<u>148,329</u>
<u>342,796</u>	<u>214,451</u>	<u>69,634</u>	<u>-</u>	<u>626,881</u>	<u>2,372,380</u>
-	-	-	-	-	372,795
24,360	13,740	4,761	-	42,861	262,092
-	-	-	-	-	133,286
34,193	3,558	8,849	-	46,600	183,004
18,497	9,747	21,489	-	49,733	101,789
2,571	324	362	57,235	60,492	68,268
14,725	1,876	25,840	-	42,441	64,499
4,318	2,701	877	-	7,896	15,677
5,406	859	4,401	-	10,666	32,525
40,566	2,657	863	-	44,086	59,123
1,987	1,243	404	-	3,634	31,785
2,226	1,064	346	-	3,636	16,282
7,147	1,898	616	-	9,661	15,356
1,027	508	165	-	1,700	16,987
2,926	1,830	594	-	5,350	11,840
<u>1,058</u>	<u>662</u>	<u>215</u>	<u>-</u>	<u>1,935</u>	<u>3,842</u>
<u>161,007</u>	<u>42,667</u>	<u>69,782</u>	<u>57,235</u>	<u>330,691</u>	<u>1,389,150</u>
<u>\$ 503,803</u>	<u>\$ 257,118</u>	<u>\$ 139,416</u>	<u>\$ 57,235</u>	<u>\$ 957,572</u>	<u>\$ 4,411,956</u>

See Accompanying Notes to the Financial Statements.

United Way of Larimer County
Consolidated Statements of Cash Flows
For the Years Ended June 30, 2017 and 2016

	<u>2017</u>	<u>2016</u>
Cash flow from operating activities:		
Change in net assets	\$ (42,301)	\$ (808,611)
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
(Gain) on disposal of property and equipment	(193,435)	-
Bad debt	46,093	98,347
Depreciation	31,559	31,785
Transfers of earnings on investment held by Community Foundation	160,000	940,163
Changes in working capital items:		
Decrease in certificates of deposit	21,111	607,404
(Increase) decrease in grants receivable	34,749	(31,975)
(Increase) decrease in pledges receivable	(108,220)	156,507
Decrease in prepaid expenses	20,805	1,442
(Increase) in other current assets	(2,135)	(10,174)
Increase (decrease) in accounts payable	(81,154)	38,495
Increase (decrease) in designations and distributions payable	328,721	(498,871)
Increase (decrease) in accrued payroll and paid time off	21,774	(12,185)
Increase in deferred revenue	<u>2,762</u>	<u>3,375</u>
Net cash provided by operating activities	<u>240,329</u>	<u>515,702</u>
Cash flows from investing activities:		
Purchase of investments	(34,454)	(31,108)
Earnings on investment held by Community Foundation	(83,830)	(1,129)
Purchase of property and equipment	-	(33,814)
Cash received on sale of property	<u>304,268</u>	<u>-</u>
Net cash provided (used) in investing activities	<u>185,984</u>	<u>(66,051)</u>
Increase in cash during the year	426,313	449,651
Cash, beginning of year	<u>1,350,328</u>	<u>900,677</u>
Cash, end of year	<u>\$ 1,776,641</u>	<u>\$ 1,350,328</u>

See Accompanying Notes to the Financial Statements.

United Way of Larimer County
Notes to the Consolidated Financial Statements
June 30, 2017 and 2016

Note 1 - Organization and Summary of Significant Accounting Policies

Organization - United Way of Larimer County (United Way) is a Colorado nonprofit corporation. United Way is supported primarily through public donations and is governed by a volunteer board of directors consisting of business professionals and community leaders. A predominant portion of United Way's support is allocated and paid to other nonprofit organizations.

United Way's mission is to cultivate and mobilize community resources to change and save lives.

United Way is the sole member of UWLC Holding, LLC which was organized in October 2011 for the purpose of receiving and liquidating significant in-kind property contributions on behalf of United Way.

Principles of Consolidation - The consolidated financial statements include the accounts of United Way and its wholly-owned subsidiary, UWLC Holding, LLC. All material intercompany accounts and transaction have been eliminated in consolidation.

Basis of Presentation - The financial statements of United Way have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America. These financial statements represent the consolidated financial statements of United Way of Larimer County and UWLC Holding, LLC. Consolidated financial statements have been prepared as United Way has a controlling financial relationship with UWLC Holding, LLC.

Net assets of United Way and changes therein are classified and reported as follows:

Unrestricted net assets - Net assets that are not subject to donor-imposed restrictions.

Temporarily restricted net assets - Net assets subject to donor imposed restrictions that will be met either by actions of United Way and/or passage of time.

Permanently restricted net assets - Net assets subject to donor-imposed restrictions that are to be maintained permanently by United Way.

Revenues are reported as increases in unrestricted net assets unless use of the related assets is limited by donor-imposed restrictions. Expenses are reported as decreases in unrestricted net assets. Gains and losses on assets and liabilities are reported as increases and decreases in unrestricted net assets unless their use is restricted by explicit donor stipulation or by law. Expirations of temporary restrictions on net assets (i.e., the donor-imposed purpose has been fulfilled and or the stipulated time period has elapsed) are reported as net assets released from restrictions.

United Way of Larimer County
Notes to the Consolidated Financial Statements
June 30, 2017 and 2016

Note 1 - Organization and Summary of Significant Accounting Policies (continued)

Classification of Assets and Liabilities - The assets and liabilities have not been classified as current or noncurrent in accordance with FASB ASC 958, Not-for-Profit Entities.

Concentration of Credit Risk - United Way's operations are concentrated in Larimer County, Colorado. As such, the receivables are concentrated within Larimer County.

Cash and Cash Equivalents - United Way maintains its cash in bank deposit accounts at financial institutions. Accounts at each institution are insured by the Federal Deposit Insurance Corporation up to \$250,000. United Way had cash balances of \$1,569,402 and \$1,098,122 in excess of the insured limit as of June 30, 2017 and 2016, respectively. United Way considers all unrestricted and highly liquid investments to be cash equivalents that have an initial maturity of three months or less.

Grants Receivable - Grants receivable are carried at their net estimated collectible amounts and are periodically evaluated for collectability based on past-due receivables. As of June 30, 2017 and 2016, management has determined that all grant receivables are collectible; therefore, no allowance has been recorded.

Pledges Receivable - Pledges receivable represent pledges made by donors, which have not yet been received in cash. United Way estimates the amounts of pledges which will not be paid by donors and provides a collection allowance for uncollectible pledges. Factors which impact the allowance for uncollectible pledges include historical collection experience, local economic conditions, and various attributes pertaining to the donor base. Unconditional gifts expected to be collected within one year are reported at their net realizable value. Conditional gifts depend on the occurrence of a specified future and uncertain event to bind the potential donor and are recognized as assets and revenue when the conditions are substantially met and the gift becomes unconditional.

Campaign Contributions - Fundraising campaigns are conducted year-round, with most of the activity occurring from July through December of each year. The majority of funds are collected from payroll deductions during the following calendar year. Funds are disbursed beginning in February based on amounts received from contributions and at least quarterly thereafter.

Consistent with prior years, pledge revenue for the current campaign is recognized both prior to and subsequent to the fiscal year for which it is budgeted. In accordance with FASB ASC 958-605-25, United Way recognizes pledge revenue during the period in which an unconditional promise to give is received.

United Way of Larimer County
Notes to the Consolidated Financial Statements
June 30, 2017 and 2016

Note 1 - Organization and Summary of Significant Accounting Policies (continued)

United Way allows contributors to specify the use of their contributions to specific entities (also known as designations). In these situations, the funds designated by the donor are not considered revenue to United Way, but rather an obligation to pay the donor funds to the specific entity. Because funds are disbursed based on amounts received, no pledge loss is deducted from individual designations. Some of United Way's corporate donors direct their contributions to be used to underwrite 100% of administrative costs, so no administrative fees are deducted from individual contributions.

Contributions received are recorded as unrestricted, temporarily restricted, or permanently restricted depending on the existence and nature of any donor restrictions. Campaign contributions are considered available for unrestricted use unless specifically restricted by the donor. United Way effectively matches campaign pledge receipts and disbursements for community impact funding which eliminates the time restriction related to campaign pledges. Contributions whose restriction are met in the same reporting period are reported as unrestricted support.

Property and Equipment - Property and equipment are capitalized at cost, or if donated, at the fair value on the date of donation. Repairs and maintenance, which neither materially add to the value for the property nor appreciably prolong its life, are charged to expense as incurred. Gains or losses on disposition of property and equipment are included in income. All tangible personal property with a useful life of more than one year and a unit acquisition cost of \$5,000 or more is capitalized and depreciated over its useful life using the straight-line method. United Way expenses the full acquisition cost of tangible personal property below this threshold in the year of purchase.

Depreciation and amortization of property and equipment are calculated using the straight-line method over the following estimated useful lives:

Buildings and improvements	5 - 40 years
Furniture and equipment	5 - 10 years
Computers and software	3 - 5 years

Revenue Recognition - Contribution and grant revenues are recognized when realized or realizable. Special event revenues are recognized at the time of the event. Prepayments on special events are deferred and recognized as revenue in the applicable future period when related expenses are incurred. Payments received on grant agreements and service contracts in advance of the services being performed are deferred and recognized as the terms of the grant agreements are met or as services outlined in contracts are performed. Rental income is recognized in the period it is earned. Management performs an analysis to determine if any contributions are uncollectible and reserves for such amount.

United Way of Larimer County
Notes to the Consolidated Financial Statements
June 30, 2017 and 2016

Note 1 - Organization and Summary of Significant Accounting Policies (continued)

Income Taxes - United Way is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code (“IRC”) and a similar provision of state law and has been classified as a public charity (not a private foundation) under Section 509(a)(2) of the IRC. However, United Way is subject to federal income tax on any unrelated business taxable income. During the years ended June 30, 2017 and 2016, United Way did not incur any significant unrelated business income tax.

The 2014 through 2016 tax years remain subject to examination by the Internal Revenue Service (IRS). As of the date of the financial statements, the IRS has not commenced any examinations. United Way does not believe that any reasonably possible changes will occur within the next twelve months that will have a material impact on the financial statements.

Functional Expenses - United Way allocates its expenses on a functional basis among its various programs including fundraising activities and support services. Expenses and support services that can be identified with a specific program are allocated directly according to their natural expenditure classification. Other expenses that are common to several programs are allocated based on estimated employee time expended.

Donated Services - No amounts have been reflected in the accompanying financial statements for campaign volunteer services or donated publicity from various media, as the services provided did not enhance non-financial asset nor require specialized skills. However, substantial numbers of volunteers and contributors have donated significant amounts of their time and media space to United Way's program services and its fundraising campaigns.

Program Services - United Way administers and supports various programs, agencies and initiatives focused on health and human service needs in Larimer County. There are numerous ways in which United Way supports these efforts, including the Community Impact Fund. These funding efforts support people with basic and emergency services, stabilization, providing resources for people to improve their lives and supporting long-term community change by helping people move from poverty to self-sufficiency.

Use of Estimates - The preparation of financial statements in conformity with generally accepted accounting principles 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 and the reported amounts of revenue, expenses, gains, losses, and other changes in net assets during the reporting period. Actual results could differ from those estimates.

United Way of Larimer County
Notes to the Consolidated Financial Statements
June 30, 2017 and 2016

Note 1 - Organization and Summary of Significant Accounting Policies (continued)

Advertising Costs - Advertising costs are expenses as incurred. Total advertising costs as of June 30, 2017 and 2016 were \$24,964 and \$28,247, respectively.

Reclassification - Certain 2016 amounts have been reclassified to conform with the 2017 presentation.

Note 2 - Property and Equipment

Property and equipment consist of the following at June 30:

	<u>2017</u>	<u>2016</u>
Buildings	\$ 560,651	\$ 735,651
Equipment, furniture and fixtures	101,904	101,904
Less accumulated depreciation	<u>(385,215)</u>	<u>(417,824)</u>
	<u>\$ 277,340</u>	<u>\$ 419,731</u>

On March 15, 2017 the Organization sold its building located in Loveland, Colorado for \$330,000 realizing a gain of \$193,435.

United Way of Larimer County
Notes to the Consolidated Financial Statements
June 30, 2017 and 2016

Note 3 - Restricted Net Assets

Temporarily Restricted Net Assets

Temporarily restricted funds are related to the use of the funds and consist of the following at June 30:

	<u>2017</u>	<u>2016</u>
Women Give	\$ 359,726	\$ 324,091
Long Term Recovery Group - Flood	129,132	371,507
Long Term Recovery Group -Wildfires	42,488	68,351
Time restricted campaign revenue	20,000	5,000
Cold Nights Fund	14,960	6,048
Small Business Recovery Fund	14,784	14,784
Faith Family Hospitality	12,152	-
Long Term Recovery Group - Berthoud Tornado	7,417	7,417
Fort Collins facility reserve	7,235	-
Murphy Center	6,258	49,717
Basic Needs	5,347	-
Special Response	2,376	4,468
Generation United	807	114
Smart Start for Kids	-	57,571
Day Services Initiative	-	8,875
2-1-1 Inf & Referral	-	2,000
	<u>\$ 622,682</u>	<u>\$ 919,943</u>

Established in 2006, WomenGive is comprised of nearly 500 members who use their financial resources to help women in Larimer County achieve economic self-sufficiency. Through local community research, UWLC identified the high cost of childcare as the largest barrier for single mothers on their path to achieving their educational goals and self-sufficiency for their families. To help address this unmet need, UWLC created a childcare scholarship program that is accessible through an application process facilitated by member volunteers. To date, WomenGive has awarded childcare scholarships to 231 single mothers in Larimer County and celebrated 102 graduates from the program who have earned their associate's and/or bachelor's degree and continues to support dozens of women each year as they work to achieve this same goal. For the years ended June 30, 2017 and 2016 collections for the WomenGive Campaign were \$313,002 and \$340,723, respectively. Distributions to recipients for the years ended June 30, 2017 and 2016 were \$277,367 and \$213,586, respectively. The remaining fund balances were \$359,726 and \$324,091 at June 30, 2017 and 2016, respectively.

United Way of Larimer County
Notes to the Consolidated Financial Statements
June 30, 2017 and 2016

Note 3 - Restricted Net Assets (continued)

The Long Term Recovery Fund for Larimer County Wildfires was established in July 2012 in response to the High Park and Woodland Heights wildfires. The United Way has collected donations of \$565,497, of which \$523,009 had been distributed to residents as of June 30, 2017. As of June 30, 2016, The United Way collected donations of \$537,497, of which \$469,146 had been distributed to residents. The remaining balances of \$42,488 and \$68,351 at June 30, 2017 and 2016, respectively, were restricted for long-term recovery needs of Larimer County residents impacted by the wildfires. The Long Term Recovery Fund for Larimer County Wildfires is administered by the Long Term Recovery Group of Northern Colorado (LTRG-NoCo), which is made up of more than 50 nonprofit agencies, government organizations, faith-based groups and concerned citizens.

The Long Term Recovery Fund for Larimer County Floods was established in September 2013 in response to the wide-spread flooding across the county. The United Way has collected donations through June 30, 2017 of \$1,303,438, of which \$1,174,306 had been distributed to residents as of June 30, 2017. As of June 30, 2016 The United Way had collected donations of \$1,300,825, of which \$929,318 had been distributed to residents. The remaining balances of \$129,132 and \$371,507 at June 30, 2017 and 2016, respectively, were restricted for long-term recovery needs of Larimer County residents impacted by the September 2013 flooding. The Long term Recovery Fund for Larimer County Floods is administered by the Long-Term Recovery Group - Larimer County Floods (LTRG-LCF), which is made up of more than 50 nonprofit agencies, government organizations, faith-based groups and concerned citizens.

The Small Business Recovery Fund (SBRF) was established in January 2014 in response to wide-spread flooding across the county. The fund provides urgently needed recoverable grants to small businesses in Larimer County that were affected by the floods of September 2013. Recipients of the recoverable grants are encouraged, but not required, to repay their grants in-full or in-part through donations within five years or when their businesses return to viability and have sufficient funds. Monies that are repaid to the SBRF will be redistributed to other eligible businesses impacted by the floods or other future disasters. Donations collected through the year ended June 30, 2017 totaled \$1,266,334, of which \$1,251,550 had been distributed to businesses as of June 30, 2017. Donations collected through the year ended June 30, 2016 totaled \$1,266,334, of which \$1,251,550 had been distributed to businesses. The remaining balances of \$14,784 and \$14,784 at June 30, 2017 and 2016, respectively, are restricted for long-term recovery needs of Larimer County businesses impacted by the September 2013 flooding.

Revenue from donations received for each of the recovery funds is included in grants, initiatives and service fees in the accompanying consolidated statements of financial position. Distributions from the recovery funds are included in direct client assistance in the accompanying consolidated statements of functional expenses.

United Way of Larimer County
Notes to the Consolidated Financial Statements
June 30, 2017 and 2016

Note 4 - Board Designated Net Assets

Board designated net assets are summarized as follows at June 30:

	<u>2017</u>	<u>2016</u>
Operating reserve	\$ 800,000	\$ 860,000
Strategic reserve	683,670	193,593
Building reserve	87,939	78,948
Endowment reserve	<u>958,683</u>	<u>1,000,401</u>
	<u>\$ 2,530,292</u>	<u>\$ 2,132,942</u>

The operating reserve is to be used for long-term or unanticipated obligations.

The strategic reserve is the excess of the designated balance in operating reserves, accumulated from operating efficiencies of United Way.

The building reserve is to be used only to fund major repairs and critical maintenance.

United Way has board designated investments with the Community Foundation of Northern Colorado of \$958,683 and \$1,000,401 at June 30, 2017 and 2016, respectively. It is the intention of the Board to permanently invest these assets and all associated earnings. However, the Board is under no contractual or donor-specified obligation to maintain this fund. As such, it is included in unrestricted net assets in the accompanying financial statements.

Note 5 - Pension Plan

United Way had a defined contribution pension plan, which covered substantially all of its employees. Employees were eligible for participation upon reaching 21 years of age and meeting certain other employment requirements. Employer contributions were 3% of base salary for the year ending June 30, 2016.

Beginning July 1, 2016, the Organization will no longer contribute to the pension plan. Employees still have the option to contribute to a pre-tax retirement plan and are 100% vested. Employer contributions totaled \$0 and \$41,961 for the years ended June 30, 2017 and 2016, respectively.

United Way of Larimer County
Notes to the Consolidated Financial Statements
June 30, 2017 and 2016

Note 6 - Occupancy Expense

United Way leases office space to other nonprofit organizations. Each tenant is charged a proportionate share of the cost of operating and maintaining the facility, based on the square footage occupied by the tenant. United Way does not realize a profit as a result of these office leases. United Way recognized \$147,694 and \$140,384 in revenue from the rental of office space during the years ended June 30, 2017 and 2016, respectively.

Note 7 - Beneficial Interest in Investments Held by the Community Foundation of Northern Colorado

United Way executed an agreement with the Community Foundation of Northern Colorado (Community Foundation) in May 2005, whereby United Way transferred assets to the Community Foundation in order to establish an endowment fund with the Community Foundation. In accordance with the agreement, the primary purpose of the endowment fund is to provide operating and capital support to United Way to carry out its role and mission as described in its governing documents, and the principal of the fund shall be held by the Community Foundation as a permanent endowment in support of United Way.

Distributions from the endowment portion of the endowment fund are designated to be made available to United Way at an annual rate established by the Community Foundation. The agreement states that the endowment fund is not a separate trust, and that all assets of the fund are assets of the Community Foundation. The agreement also provides that the endowment fund shall continue for as long as United Way continues as a public charity, with the exception that United Way may, upon a vote of two-thirds of its directors present at a directors' meeting at which a quorum is present, direct the distributions to itself of any part or all of the principal from the fund with 30 days advance written notice to the Community Foundation.

As the agreement provides an option to request the distribution of the entire endowment with sufficient vote from its directors, United Way has accounted for the endowment fund as an asset in accordance ASC 958-605-25-33, *Transfers that Are Not Contributions Because They Are Revocable, Repayable, or Reciprocal*. The endowment fund is presented as beneficial interest in investments held by the Community Foundation of Northern Colorado on United Way's statement of financial position.

United Way of Larimer County
Notes to the Consolidated Financial Statements
June 30, 2017 and 2016

Note 7 - Beneficial Interest in Investments Held by the Community Foundation of Northern Colorado (continued)

Through the Community Foundation, United Way invests in a managed portfolio that contains common stocks and bonds of publicly traded companies, U.S. Government obligations, mutual funds and money market funds. Such investments are exposed to various risks such as interest rate, credit and overall market volatility.

Due to the level of risk associated with such investments and the level of uncertainty related to changes in the value of such investments, it is at least reasonably possible that changes in risks in the near term would materially affect investment balances and the amounts reported in the financial statements. The fair value of investments in securities is based on the last reported sales price at June 30, 2017. United Way considers certificates of deposit with original maturities of more than three months to be investments. The fair market value attributes of these assets are reported in Note 8.

<u>Community Foundation of Northern Colorado</u>	<u>2017</u>	<u>2016</u>
Beginning fund balance	\$ 1,000,401	\$ 1,900,723
Gifts received	34,452	38,711
Investment activity		
Interest and dividends	22,205	34,756
Realized (loss)	(2,016)	(4,240)
Unrealized gain/(loss)	72,588	(16,988)
Grants approved	(160,000)	(940,163)
Administrative fees	(8,947)	(12,398)
Ending fund balance	<u>\$ 958,683</u>	<u>\$ 1,000,401</u>

Note 8 - Fair Value Measurements

ASC 820-10, Fair Value Measurements, establishes a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. This hierarchy consists of three broad levels: Level 1 inputs consist of unadjusted quoted prices in active markets for identical assets and have the highest priority, Level 2 inputs are based primarily on quoted prices for similar assets or liabilities in active or inactive markets, and Level 3 inputs have the lowest priority. The United Way uses appropriate valuation techniques based on the available inputs to measure the fair value of its investments. Valuation techniques utilized to determine fair value are consistently applied.

Level 1 Fair Value Measurements - Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in an active market which the United Way has the ability to access at the measurement date.

United Way of Larimer County
Notes to the Consolidated Financial Statements
June 30, 2017 and 2016

Note 8 - Fair Value Measurements (continued)

Level 2 Fair Value Measurements - Inputs to the valuation methodology include:

- Quoted prices for similar assets or liabilities in an active market;
- Quoted prices for identical or similar assets or liabilities in an inactive market;
- Inputs other than quoted prices that are observable for the asset or liability;
- Inputs that are derived principally from or corroborated by observable market data by correlation or other means.

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 Fair Value Measurements - Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

For those assets with fair value measured using Level 3 inputs, the asset manager determines the fair value measurement policies and procedures in consultation with the United Way's Executive Director and Board of Directors. Those policies and procedures are reassessed at least annually to determine if the current valuation techniques are still appropriate. At that time, the unobservable inputs used in the fair value measurements are evaluated and adjusted, as necessary, based on current market conditions and other third-party information.

The following is a description of the valuation methodologies used for assets measured at fair value:

Pooled separate accounts: Valued at fair value as determined by observable Level 1 quoted pricing inputs or by quoted prices for similar assets in active or non-active markets. While some pooled separate accounts may have publicly quoted pricing inputs (Level 1), the account values of separate accounts are not publicly quoted and are therefore classified as Level 2 investments. There have been no changes in the methodologies used at June 30, 2017 and 2016.

The preceding methods described may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, although the United Way 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 Larimer County
Notes to the Consolidated Financial Statements
June 30, 2017 and 2016

Note 8 - Fair Value Measurements (continued)

		<u>Fair Value Measurements at June 30, 2017 Using:</u>			
		Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)	
		<u>Fair Value</u>			
Community Foundation of Northern Colorado: Pooled Separate Accounts	\$	<u>958,683</u>	\$ -	\$ <u>958,683</u>	\$ -
Ending balance	\$	<u><u>958,683</u></u>	<u><u>-</u></u>	<u><u>958,683</u></u>	<u><u>-</u></u>

		<u>Fair Value Measurements at June 30, 2016 Using:</u>			
		Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)	
		<u>Fair Value</u>			
Community Foundation of Northern Colorado: Pooled Separate Accounts	\$	<u>1,000,401</u>	\$ -	\$ <u>1,000,401</u>	\$ -
Ending balance	\$	<u><u>1,000,401</u></u>	<u><u>-</u></u>	<u><u>1,000,401</u></u>	<u><u>-</u></u>

United Way of Larimer County
Notes to the Consolidated Financial Statements
June 30, 2017 and 2016

Note 9 - Subsequent Events

United Way has evaluated all subsequent events through October 17, 2017, the date the financial statements were available to be issued.

United Way leases office space in its Fort Collins location. Yearly cancelable lease agreements exist between the Organization and its tenants. The leases are for the term of one year and are entered, executed, and renewed by the Organization with tenants on an annual basis. On July 1, 2017, the Organization extended such leases with commencement on July 1, 2017 and expiration on June 30, 2018. Under these lease agreements, United Way will receive a total of \$127,197 in rental income subsequent to the year ended June 30, 2017.

On July 27, 2017, the organization introduced the incoming CEO Annie Davies. Ms. Davies replaces Mr. Gordon Thibedau.