

Audited Financial Statements
and Other Supplementary Information

United Way of Genesee County

*Years Ended June 30, 2022 and 2021
with Report of Independent Auditors*

United Way of Genesee County
Audited Financial Statements
and Other Supplementary Information
Years Ended June 30, 2022 and 2021

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Report of Independent Auditors

To the Board of Directors
United Way of Genesee County
Flint, Michigan

Opinion

We have audited the accompanying financial statements of the United Way of Genesee County (a not-for-profit organization), which comprise the statement of financial position as of June 30, 2022 and the related statements of activities and changes in net assets, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

In our opinion, the 2022 financial statements referred to above present fairly, in all material respects, the financial position of the United Way of Genesee County as of June 30, 2022, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the United Way of Genesee County and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Prior Period Financial Statements

The financial statements of the United Way of Genesee County as of June 30, 2021, were audited by other auditors whose report dated November 10, 2021, expressed an unmodified opinion on those statements.

Responsibilities of Management for the Financial Statements

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

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the United Way of Genesee County's ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually, or in the aggregate, they would influence the judgement made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit 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 United Way of Genesee County's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the United Way of Genesee County's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

Report on Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The 2022 Schedule of Initial and Final Pledge Campaign Uncollectable Reserves is presented for additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and is derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information

has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole. The 2021 Schedule of Initial and Final Pledge Campaign Uncollectable Reserves was subjected to the auditing procedures applied in the 2021 audit of the basic financial statements by other auditors, whose report on such information stated that it was fairly stated in all material respects in relation to the 2021 financial statements as a whole.

Andrews Hooper Pavlik PLC

Bloomfield Hills, Michigan
December 7, 2022

United Way of Genesee County

Statements of Financial Position

	June 30	
	2022	2021
Assets		
Cash and cash equivalents	\$ 1,929,128	\$ 2,133,957
Investments	6,719,346	7,838,316
Accounts receivable – net:		
Trade accounts receivable	17,348	42,946
Grants receivable	161,831	398,414
Total accounts receivable – net	179,179	441,360
Pledges receivable – annual campaign – net	363,015	597,471
Prepaid expenses	54,544	26,424
Beneficial interest in trusts held by third party	644,281	764,611
Property and equipment – net	22,595	14,092
Total assets	9,912,088	\$ 11,816,231
Liabilities and net assets		
Accounts payable and other liabilities	\$ 154,357	\$ 98,990
Designations payable	73,777	105,491
Accrued compensation	86,464	71,612
Deferred revenue	12,375	-
Postretirement benefit obligations	765,942	1,172,580
Total liabilities	1,092,915	1,448,673
Net assets:		
Without donor restrictions:		
Undesignated	4,607,841	6,175,341
Board designated (Note 8)	1,500,000	1,500,000
With donor restrictions (Note 8)	2,711,332	2,692,217
Total net assets	8,819,173	10,367,558
Total liabilities and net assets	\$ 9,912,088	\$ 11,816,231

The accompanying notes are an integral part of these financial statements.

United Way of Genesee County

Statements of Activities and Changes in Net Assets

Years Ended June 30, 2022 and 2021

	2022			2021		
	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total
Revenue and Support						
Gross campaign results	\$ -	\$ 1,161,113	\$ 1,161,113	\$ -	\$ 1,495,418	\$ 1,495,418
Less provision for uncollectible pledges	-	(37,387)	(37,387)	-	(82,947)	(82,947)
Less donor designations	-	(121,967)	(121,967)	-	(298,714)	(298,714)
Net campaign results	-	1,001,759	1,001,759	-	1,113,757	1,113,757
Contributions and foundation grants	935,902	2,993,307	3,929,209	5,569,277	3,204,778	8,774,055
Contributed nonfinancial assets	1,010,336	-	1,010,336	302,474	-	302,474
Designations from other United Ways	36,706	-	36,706	231,467	-	231,467
Service fees	26,762	-	26,762	124,529	-	124,529
Net realized and unrealized gain (loss) on investments	(1,174,168)	-	(1,174,168)	752,988	-	752,988
Investment income – net	321,794	-	321,794	137,224	-	137,224
Change in value of trusts held by third party	-	(120,330)	(120,330)	-	106,595	106,595
Miscellaneous income	18,759	-	18,759	13,754	-	13,754
Gain on extinguishment of debt	-	-	-	308,420	-	308,420
Total revenue and support	1,176,091	3,874,736	5,050,827	7,440,133	4,425,130	11,865,263
Net assets released from restrictions	3,855,621	(3,855,621)	-	4,359,030	(4,359,030)	-
Total revenue, support, and net assets released from restrictions	5,031,712	19,115	5,050,827	11,799,163	66,100	11,865,263

The accompanying notes are an integral part of these financial statements.

United Way of Genesee County

Statements of Activities and Changes in Net Assets

Years Ended June 30, 2022 and 2021

	2022			2021		
	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total
Expenses						
Program services:						
Gross funds awarded	\$ 1,329,342	\$ -	\$ 1,329,342	\$ 1,437,992	\$ -	\$ 1,437,992
Less donor designations	(121,967)	-	(121,967)	(298,714)	-	(298,714)
Net funds awarded	<u>1,207,375</u>	<u>-</u>	<u>1,207,375</u>	<u>1,139,278</u>	<u>-</u>	<u>1,139,278</u>
Community services	4,654,358	-	4,654,358	4,826,324	-	4,826,324
Labor	226,772	-	226,772	210,119	-	210,119
Community impact	206,450	-	206,450	208,758	-	208,758
Total program services	<u>6,294,955</u>	<u>-</u>	<u>6,294,955</u>	<u>6,384,479</u>	<u>-</u>	<u>6,384,479</u>
Support services:						
Management and general	341,765	-	341,765	338,570	-	338,570
Fundraising	406,276	-	406,276	413,894	-	413,894
Total expenses	<u>7,042,996</u>	<u>-</u>	<u>7,042,996</u>	<u>7,136,943</u>	<u>-</u>	<u>7,136,943</u>
Increase (decrease) in net assets – before other changes to net assets	(2,011,284)	19,115	(1,992,169)	4,662,220	66,100	4,728,320
Other items – change in other postretirement benefit obligation	443,784	-	443,784	27,119	-	27,119
Increase (decrease) in net assets	<u>(1,567,500)</u>	<u>19,115</u>	<u>(1,548,385)</u>	<u>4,689,339</u>	<u>66,100</u>	<u>4,755,439</u>
Net assets at beginning of year	7,675,341	2,692,217	10,367,558	2,986,002	2,626,117	5,612,119
Net assets at end of year	<u>\$ 6,107,841</u>	<u>\$ 2,711,332</u>	<u>\$ 8,819,173</u>	<u>\$ 7,675,341</u>	<u>\$ 2,692,217</u>	<u>\$ 10,367,558</u>

The accompanying notes are an integral part of these financial statements.

United Way of Genesee County

Statement of Functional Expenses

Year Ended June 30, 2022

	Program Services					Support Services			Total
	Funds Awarded	Community Services	Labor	Community Impact	Total	Management and General	Fundraising	Total	
Gross funds awarded	\$ 1,329,342	\$ -	\$ -	\$ -	\$ 1,329,342	\$ -	\$ -	\$ -	\$ 1,329,342
Less donor designations	(121,967)	-	-	-	(121,967)	-	-	-	(121,967)
	<u>1,207,375</u>	-	-	-	<u>1,207,375</u>	-	-	-	<u>1,207,375</u>
Salaries	-	553,372	125,888	121,256	800,516	168,094	150,504	318,598	1,119,114
Employee benefits	-	135,336	41,041	39,436	215,813	65,617	54,853	120,470	336,283
Payroll taxes	-	40,539	9,119	8,640	58,298	12,789	10,524	23,313	81,611
Total salaries and related expenses	-	<u>729,247</u>	<u>176,048</u>	<u>169,332</u>	<u>1,074,627</u>	<u>246,500</u>	<u>215,881</u>	<u>462,381</u>	<u>1,537,008</u>
Contract and professional fees	-	206,928	2,169	3,485	212,582	36,424	79,236	115,660	328,242
Supplies	-	1,000,974	1,714	1,309	1,003,997	1,966	25,913	27,879	1,031,876
Occupancy	-	34,233	10,598	7,931	52,762	11,700	18,418	30,118	82,880
Telephone	-	6,116	2,278	1,557	9,951	4,190	2,347	6,537	16,488
Postage and shipping	-	2,788	855	631	4,274	954	1,164	2,118	6,392
Insurance	-	8,868	2,686	1,954	13,508	2,965	3,603	6,568	20,076
Mileage payments and auto expense	-	8,040	5,134	223	13,397	747	796	1,543	14,940
Conferences, meetings, and travel	-	19,416	254	191	19,861	1,498	2,034	3,532	23,393
Subscriptions and dues	-	51,220	14,844	11,080	77,144	20,274	36,709	56,983	134,127
Equipment rental and maintenance	-	47,647	8,127	7,205	62,979	9,161	13,674	22,835	85,814
Utilities	-	2,031	629	472	3,132	1,077	1,249	2,326	5,458
Miscellaneous	-	63,235	105	78	63,418	2,840	3,467	6,307	69,725
Depreciation	-	4,293	1,331	1,002	6,626	1,469	1,785	3,254	9,880
Foundation grant expense	-	1,714,054	-	-	1,714,054	-	-	-	1,714,054
Fiscal sponsorship grant expense	-	755,268	-	-	755,268	-	-	-	755,268
Total functional expenses	<u>\$ 1,207,375</u>	<u>\$ 4,654,358</u>	<u>\$ 226,772</u>	<u>\$ 206,450</u>	<u>\$ 6,294,955</u>	<u>\$ 341,765</u>	<u>\$ 406,276</u>	<u>\$ 748,041</u>	<u>\$ 7,042,996</u>

The accompanying notes are an integral part of these financial statements.

United Way of Genesee County
Statement of Functional Expenses

Year Ended June 30, 2021

	Program Services					Support Services			Total
	Funds Awarded	Community Services	Labor	Community Impact	Total	Management and General	Fundraising	Total	
Gross funds awarded	\$ 1,437,992	\$ -	\$ -	\$ -	\$ 1,437,992	\$ -	\$ -	\$ -	\$ 1,437,992
Less donor designations	(298,714)	-	-	-	(298,714)	-	-	-	(298,714)
	<u>1,139,278</u>	-	-	-	<u>1,139,278</u>	-	-	-	<u>1,139,278</u>
Salaries	-	538,806	123,412	132,241	794,459	183,801	168,634	352,435	1,146,894
Employee benefits	-	144,588	38,482	38,377	221,447	61,480	58,394	119,874	341,321
Payroll taxes	-	41,684	9,460	9,687	60,831	13,062	12,909	25,971	86,802
Total salaries and related expenses	-	<u>725,078</u>	<u>171,354</u>	<u>180,305</u>	<u>1,076,737</u>	<u>258,343</u>	<u>239,937</u>	<u>498,280</u>	<u>1,575,017</u>
Contract and professional fees	-	144,759	1,169	845	146,773	33,251	57,688	90,939	237,712
Supplies	-	266,216	674	484	267,374	1,287	44,640	45,927	313,301
Occupancy	-	35,184	10,728	7,803	53,715	11,842	18,643	30,485	84,200
Telephone	-	5,903	2,344	1,226	9,473	4,263	3,016	7,279	16,752
Postage and shipping	-	678	186	167	1,031	227	251	478	1,509
Insurance	-	6,945	2,531	1,877	11,353	2,794	3,443	6,237	17,590
Mileage payments and auto expense	-	4,439	3,694	400	8,533	1,322	1,172	2,494	11,027
Conferences, meetings, and travel	-	17,796	509	216	18,521	993	1,997	2,990	21,511
Subscriptions and dues	-	31,785	9,027	8,686	49,498	12,778	22,942	35,720	85,218
Equipment rental and maintenance	-	39,149	6,467	5,710	51,326	7,330	11,342	18,672	69,998
Utilities	-	1,809	559	406	2,774	940	752	1,692	4,466
Miscellaneous	-	35,065	155	108	35,328	2,403	7,099	9,502	44,830
Depreciation	-	2,435	722	525	3,682	797	972	1,769	5,451
Foundation grant expense	-	2,791,307	-	-	2,791,307	-	-	-	2,791,307
Fiscal sponsorship grant expense	-	717,776	-	-	717,776	-	-	-	717,776
Total functional expenses	<u>\$ 1,139,278</u>	<u>\$ 4,826,324</u>	<u>\$ 210,119</u>	<u>\$ 208,758</u>	<u>\$ 6,384,479</u>	<u>\$ 338,570</u>	<u>\$ 413,894</u>	<u>\$ 752,464</u>	<u>\$ 7,136,943</u>

The accompanying notes are an integral part of these financial statements.

United Way of Genesee County

Statements of Cash Flows

	Year Ended June 30	
	2022	2021
Cash flows from operating activities		
Increase (decrease) in net assets	\$ (1,548,385)	\$ 4,755,439
Adjustments to reconcile increase (decrease) in net assets to net cash and cash equivalents from operating activities:		
Depreciation	9,880	5,451
Bad debt expense	30,454	82,947
Change in postretirement benefit obligation	(406,638)	9,122
Realized and unrealized (gain) loss on investments	1,174,168	(752,988)
Change in value of trusts held by third party	120,330	(106,595)
Gain on extinguishment of debt	-	(308,420)
Changes in operating assets and liabilities that provided (used) cash and cash equivalents:		
Accounts receivable	262,181	653,881
Pledges receivable – annual campaign	204,002	(77,118)
Prepaid expenses	(28,120)	39,104
Accounts payable and other liabilities	55,367	(106,117)
Designations payable	(31,714)	(2,110)
Accrued compensation	14,852	1,690
Deferred revenue	12,375	-
Net cash and cash equivalents from operating activities:	(131,248)	4,194,286
Cash flows from investing activities		
Purchases of property and equipment	(18,383)	-
Purchases of investments	(4,854,760)	(5,551,233)
Proceeds from sales and maturities of investments	4,799,562	2,106,246
Net cash and cash equivalents from investment activities	(73,581)	(3,444,987)
Net change in cash and cash equivalents	(204,829)	749,299
Cash and cash equivalents at beginning of year	2,133,957	1,384,658
Cash and cash equivalents at end of year	\$ 1,929,128	\$ 2,133,957
Supplemental Cash Flow Information – Noncash activities - benefit related changes other than net periodic retiree benefit costs	\$ 443,784	\$ 27,119

The accompanying notes are an integral part of these financial statements.

United Way of Genesee County

Notes to Financial Statements

June 30, 2022

1. Nature of Organization and Summary of Significant Accounting Policies

Nature of Organization

The United Way of Genesee County (Organization) is a not-for-profit organization under Section 501(c)(3) of the Internal Revenue Code whose purpose is to provide financial support for philanthropic, health and social, educational, and community organizations within Genesee County, Michigan through a public campaign for funds. The Organization's stated mission statement is threefold: uniting people, developing resources, and meeting community needs. The Organization is governed by a volunteer board of directors.

Flint Water Crisis

Cash contributions received and community services expenses decreased from fiscal year 2021 to 2022 due to the community's decreased response to the Flint water crisis during 2021 and 2022. Gross cash contributions related to the Flint water crisis totaled \$25,094 for the year ended June 30, 2022 and \$100,091 for the year ended June 30, 2021. Total expenditures were \$23,926 for the year ended June 30, 2022 and \$136,708 for the year ended June 30, 2021. Donated assets related to the Flint water crisis were \$824,735 for the year ended 2022 and \$150 for the year ended June 30, 2021. Donated assets related to the Flint water crisis comprised bottles of water and were valued based on the method described in the *Donated Services and Assets* significant accounting policy. Net assets with donor restrictions designated to the Flint water crisis as of June 30, 2022 totaled \$14,178 and as of June 30, 2021 totaled \$13,010. United Way of Genesee County has not taken administrative fees out of any funds received for the Flint water crisis.

COVID-19 Pandemic

During 2021, the Organization received cash contributions in response to the COVID-19 pandemic that resulted in shelter-in-place and other emergency orders in the state of Michigan and across the nation. For the years ended June 30, 2022 and June 30, 2021, cash contributions restricted for purposes of COVID-19 support totaled \$0 and \$263,643, respectively, and related expenditures released from restrictions totaled \$132,643 and \$319,473, respectively. Net assets with donor restrictions designated to the COVID-19 pandemic as of June 30, 2022 and 2021 totaled \$0 and \$132,643, respectively. For the years ended June 30, 2022 and 2021, cash contributions without donor restrictions expended for purposes of COVID-19 support totaled \$0 and \$1,405,000, respectively. United Way of Genesee County has not taken administrative fees out of any funds received for the COVID-19 pandemic.

Cash Equivalents

The Organization considers all highly liquid investments with a maturity of three months or less when purchased to be cash equivalents.

United Way of Genesee County

Notes to Financial Statements

June 30, 2022

1. Nature of Organization and Summary of Significant Accounting Policies (continued)

Investments

Investments in debt and equity securities are recorded at fair value based on quoted market prices. Certificates of deposit are recorded at cost.

Risks and Uncertainties

The Organization invests in various investment securities. Investment securities are exposed to various risks, such as interest rate, market, and credit risks. Due to the level of risk associated with certain investment securities, it is at least reasonably possible that changes in the value of investment securities will occur in the near term and that such changes could materially affect the amounts reported in the statement of financial position.

Promises to Give

Unconditional intentions to give are recognized as revenue or gains in the period received and as assets, decreases of liabilities, or expenses depending on the form of the benefits received. Conditional intentions to give are recognized only when the conditions on which they depend are substantially met and the intentions become unconditional.

Pledges Receivable – Annual Campaign

Annual campaigns are conducted each year to raise support for allocation to participating agencies for the subsequent calendar year. All contributions are considered to be available for use without donor restrictions unless specifically restricted by the donor. Amounts recorded as pledges receivable are expected to be collected within 14 months after the beginning of scheduled payments.

A provision for uncollectible pledges relating to annual campaigns has been provided based on prior year collections and management's analysis regarding the collectability of outstanding amounts. The provision is computed on gross pledges receivable, including donor designations. Campaign pledges prior to the 2020 campaign have been deemed wholly uncollectible and have been written off. However, if any campaign pledges prior to the 2020 campaign year are collected, they will be recorded as income in the year received. The allowance for uncollectible pledges was \$35,000 as of June 30, 2022 and \$128,000 as of June 30, 2021.

The Organization receives contributions from individuals and businesses mainly located in the Genesee County, Michigan geographic region. Corporate and employee gifts of General Motors Corporation account for 15% of campaign pledge receivables as of June 30, 2022 and 54% of campaign pledge receivables as of June 30, 2021, and 11% of campaign pledges for fiscal year 2022 and 49% for fiscal year 2021.

United Way of Genesee County

Notes to Financial Statements

June 30, 2022

1. Nature of Organization and Summary of Significant Accounting Policies (continued)

Accounts Receivable

Accounts receivable are stated at invoice cost. Account balances are reviewed regularly to determine whether delinquent accounts should be written off. The Organization has no allowance for doubtful accounts for financial reporting purposes. All accounts receivable balances are considered collectible.

Grants Receivable

Grants receivable include receivables for services rendered by the Organization in accordance with grant contracts and reimbursements that have not been received as of year-end. Grants receivable also include contributions made to the Organization outside of the annual campaign, including corporate and foundation gifts. An allowance for doubtful accounts has not been established, as all grants receivable are deemed collectible. The balance as of June 30, 2022 and 2021 was \$161,831 and \$398,414, respectively. The payments are expected to be received within one year.

Property and Equipment

Property and equipment are recorded at cost when purchased or at fair value at the date of donation. The straight-line method is used for computing depreciation. Assets are depreciated over their estimated useful lives, except for leasehold improvements, which are depreciated over the lesser of the estimated useful lives or the life of the lease. Costs of maintenance and repairs are expensed when incurred.

The Organization reports gifts of property and equipment as support without donor restrictions unless explicit donor stipulations specify how the donated assets must be used. Gifts of property and equipment with explicit restrictions that specify how the assets are to be used and gifts of cash or other assets that must be used to acquire property and equipment are reported as restricted support. Absent explicit donor stipulations about how long the property and equipment must be maintained, the Organization reports expirations of donor restrictions over time based on an estimate of the useful lives of the donated or acquired property and equipment.

Designated Payable

The Organization receives pledges from donors designating the resources to specified agencies. The Organization collects these resources and disburses the funds to the designated agencies. Designated pledges are excluded from contribution revenue, and the related disbursements to specified agencies are excluded from allocations in the statement of activities and changes in net assets.

United Way of Genesee County

Notes to Financial Statements

June 30, 2022

1. Nature of Organization and Summary of Significant Accounting Policies (continued)

Classification of Net Assets

Net assets of the Organization are classified based on the presence or absence of donor-imposed restrictions.

Net assets with donor restrictions: 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 the donor has stipulated the funds be maintained in perpetuity.

Earnings, gains, and losses on donor-restricted net assets are classified as net assets without donor restrictions unless specifically restricted by the donor or by applicable state law.

Board-designated Net Assets

Board-designated net assets are net assets without donor restrictions designated by the board primarily for capital improvements. These designations are based on board actions, which can be altered or revoked at a future time by the board.

Contributions

Contributions of cash and other assets, including unconditional promises to give in the future, are reported as revenue when received, measured at fair value. Donor promises to give in the future are recorded at the present value of estimated future cash flows. Contributions resulting from bequests, measured at the time the agreements are entered, are based on the difference between the fair value of the assets received or promised and the present value of the obligation to the third-party recipient under the contract.

Contributions without donor-imposed restrictions are reported as support without donor restrictions. Other restricted gifts, including those for which restrictions are met in the period in which the gift is received, are reported as restricted support and net assets with donor restrictions.

Unconditional promises to give and pledges receivable (annual campaign) with payments due in future periods are assumed to have an implicit time restriction. Those restrictions are released as contributions are collected or when allocations are made to recipient organizations.

United Way of Genesee County

Notes to Financial Statements

June 30, 2022

1. Nature of Organization and Summary of Significant Accounting Policies (continued)

Donated Services and Assets

The Organization receives volunteer services that are not recordable under accounting principles generally accepted in the United States of America. Numerous volunteers donate time to the Organization throughout the year. The value of volunteer services is not disclosed, as no objective basis is available to measure the value of such services.

Businesses, individuals, and others contribute materials and services toward the fulfillment of Organization programs and campaigns. To the extent that contributions of materials and services are objectively measurable and represent program or support expenditures that would otherwise be incurred by the Organization, they are reflected in both support service and program service expenses in the accompanying financial statements. Donated materials and services are recorded at the fair market value upon receipt. \$1,010,336 of donated materials and services was recognized by the Organization as of June 30, 2022 and \$302,474 was recognized as of June 30, 2021.

Total contributed non-financial assets consisted of the following for the years ended June 30:

	<u>2022</u>	<u>2021</u>
Contributed nonfinancial assets:		
Phone credits (211 line)	\$ 96,098	\$ 100,329
Event tickets	23,300	-
COVID-19 supplies	-	151,891
Water bottles/coupons	824,735	150
Program supplies/materials	43,592	401
Bus passes	-	6,000
Marketing and advertising	22,611	43,337
Services	-	366
	<u>\$ 1,010,336</u>	<u>\$ 302,474</u>

The Organization's policy related to gifts-in-kind is to utilize the assets given to carry out the mission of the Organization. If an asset is provided that does not allow the Organization to utilize it in its normal course of business, the asset will be sold at its fair market value as determined by the appraisal or specialist depending on the type of asset.

The Organization received phone credits for United Way's 211 program in the amount of \$96,098 and \$100,329 for the years ended June 30, 2022 and 2021, respectively. The phone credits received through the United Way of Jackson 211 call center are applied as a reduction to the invoices received from the call center to facilitate calls for residents of Genesee and Shiawassee Counties.

United Way of Genesee County

Notes to Financial Statements

June 30, 2022

1. Nature of Organization and Summary of Significant Accounting Policies (continued)

Donated Services and Assets (continued)

The Organization received Piston basketball event tickets, access to suites, and food and beverage vouchers during the year ended June 30, 2022. The tickets and vouchers were valued at fair market value by the donor at the time of the contribution. \$14,000 was the value of tickets and vouchers provided to a local partner agency for taking children in their program to basketball games. \$9,300 was the value of tickets and suites utilized for the Organization's staff and board outings.

The Organization received COVID-19 protective equipment supplies with an estimated fair market value of \$151,891 in the year ended June 30, 2021. These supplies were disbursed to the Organization's local partner agencies for distribution to Genesee and Shiawassee Counties' labor force.

The Organization received bottles of water and coupons for bottled water, with an estimated fair market value of \$824,735 and \$150, for the years ended June 30, 2022 and 2021, respectively. The bottles of water and coupons were provided to three help centers located in the City of Flint for distribution to city residents.

The Organization received program supplies and materials, with an estimated fair market value of \$43,592 and \$401, for the years ended June 30, 2022 and 2021, respectively. The supplies and materials received were used for the Organization's ramp program and to facilitate a food donation to a local partner agency.

The Organization received bus passes with an estimated fair market value of \$6,000 in the year ended June 30, 2021. The bus passes received were distributed to local community agencies.

The Organization receives in-kind marketing and advertising from United Way Worldwide on an annual basis. The amounts recognized are a prorated portion of in-kind received for marketing and advertising by United Way Worldwide for marketing and advertising received from the National Football League. The estimated fair market value received were \$22,611 and \$43,337 for the years ended June 30, 2022 and 2021, respectively.

The Organization was provided laptop repair at no cost in order to repair laptops utilized for the Organization's VITA program. Based on current market rates for laptop repair services, the Organization would have paid \$366 for the repairs for the year ended June 30, 2021.

All gifts-in-kind received by the Organization for the years ended June 30, 2022 and 2021 were considered without donor restrictions and able to be used by the Organization as determined by the board of directors and management.

United Way of Genesee County

Notes to Financial Statements

June 30, 2022

1. Nature of Organization and Summary of Significant Accounting Policies (continued)

Functional Allocation of Expenses

The costs of providing program and support services have been summarized on a functional basis in the statement of activities and changes in net assets. The statement of functional expenses presents the natural classification detail of expenses by function. Accordingly, certain costs have been allocated among various program and support services. Those expenses include salaries and benefits, depreciation, occupancy, and other office costs. Salaries and benefits, depreciation, occupancy, and other office costs are allocated based on a time and cost study that allocates costs to the program and support services that benefited.

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 and expenses during the reporting period. Actual results could differ from estimates.

Federal Income Taxes

Under provisions of Section 501(c)(3) of the Internal Revenue Code and the applicable income tax regulations of the state of Michigan, the Organization is exempt from federal income taxes under Section 501(a) of the Internal Revenue Code as an organization described in Section 501(c)(3). There were no unrelated business activities in 2022 and 2021. Accordingly, no tax expense was incurred during the years ended June 30, 2022 and 2021.

Concentration of Credit Risk Arising for Deposit Accounts

The Organization maintains cash balances at several institutions. Accounts at each institution are insured by the Federal Deposit Insurance Corporation or the National Credit Union Share Insurance Fund in accordance with applicable program limits. At times, balances may exceed federally insured limits.

Subsequent Events

Subsequent events have been evaluated through December 7, 2022, which is the date the financial statements were available to be issued.

United Way of Genesee County

Notes to Financial Statements

June 30, 2022

1. Nature of Organization and Summary of Significant Accounting Policies (continued)

Upcoming Accounting Pronouncements

The Financial Accounting Standards Board (FASB) issued ASU No. 2016-02, *Leases*, which will supersede the current lease requirements in ASC 840. The ASU requires lessees to recognize a right-to-use asset and related lease liability for all leases, with a limited exception for short-term leases. Leases will be classified as either finance or operating, with the classification affecting the pattern of expense recognition in the statement of operations. Currently, leases are classified as either capital or operating, with only capital leases recognized on the balance sheet. The reporting of lease-related expenses in the statements of operations and cash flows will be generally consistent with the current guidance. The new lease guidance will be effective for the Organization's year ending June 30, 2023 and will be applied using a modified retrospective transition method to the beginning of the earliest period presented. The Organization is still evaluating which method it will apply. The effects on the results of operations are not expected to be significant, as recognition and measurement of expenses and cash flows for leases will be substantially the same under the new standard.

2. Investments

The investment objective of the Organization is to provide a reasonable level of liquidity to meet cash flow needs and, secondarily, to generate long-term growth of the organization's assets available for investment in conjunction with a balanced operating budget under a prudent investment strategy (up to 60% of assets to be allocated to professional money managers). The investment of assets is intended to be done in a prudent manner, based upon sound financial judgment, to minimize credit and inflationary risk, which could erode investment principal. The Finance Committee must approve exceptions to the investment policy.

Investments consist of the following as of June 30:

	<u>2022</u>	<u>2021</u>
Certificates of deposit	\$ 186,303	\$ 185,253
Mutual funds – Equity	3,741,021	2,583,780
Mutual funds – Fixed income	1,672,351	1,211,471
Exchange traded funds	124,443	138,025
Corporate bonds	995,228	3,719,787
Total	<u>\$ 6,719,346</u>	<u>\$ 7,838,316</u>

Interest and dividend income, net of investment fees, earned during the year ended June 30, 2022 was \$321,794. Interest and dividend income, net of investment fees, earned during the year ended June 30, 2021 was \$137,224.

United Way of Genesee County

Notes to Financial Statements

June 30, 2022

3. Beneficial Interest in Trusts Held by Third Party

The Organization is the income beneficiary of various trusts held by financial institutions. Under the terms of the trust agreements, the Organization has the irrevocable right to receive a percentage of the income earned on trust assets in perpetuity; however, the Organization will never receive the assets held in the trusts. An asset with donor restrictions has been recorded based on the present value of the estimated future cash receipts from the trusts' assets. The balance as of June 30, 2022 was \$644,281 and the balance as of June 30, 2021 was \$764,611. Annual distributions from the trusts are reported as investment income, which increases net assets without donor restrictions. Adjustments to the amount reported as an asset, based on an annual review using the same basis as was used to measure the asset initially, are recognized as an unrealized gain or loss with donor restrictions.

Income distributions of \$29,792 were received in 2022, and \$28,080 in 2021.

4. Beneficial Interests Held by Third Party with Variance Power

The Organization has a beneficial interest in specific funds held by Community Foundation of Greater Flint (Community Foundation). Under the terms by which the Community Foundation has accepted the gift, the Organization can expect to receive distributions of income earned on these funds in perpetuity. The Organization will never receive the assets held by the Community Foundation. According to the terms of the gift, the income received from the beneficial interest can be used only for (1) responses to short-term crisis conditions impacting human survival among groups of people, (2) initial program startup to meet emerging new human needs, or (3) capital needs (e.g., land, buildings, and equipment).

These assets held by the Community Foundation are not recorded on the financial statements of the Organization since the Community Foundation maintains variance power over the distributions of income from this gift and could legally redirect the income from the assets to a different income beneficiary. Because the Community Foundation maintains variance power, the Organization has no legal right to the annual income from the assets. While the Community Foundation has the legal right to change the beneficiary, the Organization's management does not expect such a change to occur and expects to continue to receive income distributions annually from the assets held at the Community foundation.

The fair value of the investments held by the Community Foundation in funds where the Community Foundation has variance power as of June 30, 2022 totaled \$727,738 and \$880,545 as of June 30, 2021.

Income recognized annually for the income distributions received from the Community Foundation was \$25,900 for the year ended June 30, 2022, and \$24,398 for the year ended June 30, 2021.

United Way of Genesee County

Notes to Financial Statements

June 30, 2022

5. Property and Equipment

Property and equipment are summarized as follows:

	2022	2021	Depreciable Life - Years
Transportation equipment	\$ 26,424	\$ 26,423	5
Computer equipment and software	117,741	125,369	3 – 5
Leasehold improvements	73,560	73,560	5 – 20
Total cost	<u>217,725</u>	<u>225,352</u>	
Less: Accumulated depreciation	195,130	211,260	
Net property and equipment	<u>\$ 22,595</u>	<u>\$ 14,092</u>	

Depreciation expense for the year ended June 30, 2022 was \$9,880 and \$5,451 for the year ended June 30, 2021.

6. Other Postretirement Benefit Plan

The Organization has a plan that provides postretirement health benefits for certain individuals (Plan). Employees are eligible if they retired on or after January 1, 1995 as a full-time employee and were hired prior to May 1, 2015. Eligible employees may receive benefits under the Plan after attaining the age of 60 as an active employee and after completing 10 or more years of service at the Organization and are not eligible for any other health care package, excluding Medicare. Benefits provided include hospital/medical benefits to the employee and do not include the spouse or other dependents. The Organization funds the Plan in the year in which the benefits are paid.

Obligations and Funded Status

	Other Postretirement Benefits	
	2022	2021
Benefit obligation	\$ 765,942	\$ 1,172,580

United Way of Genesee County

Notes to Financial Statements

June 30, 2022

6. Other Postretirement Benefit Plan (continued)

Obligations and Funded Status (continued)

Amounts recognized in the statement of financial position consist of the following:

	Other Postretirement Benefits	
	2022	2021
Beginning funded status	\$ (1,172,580)	\$ (1,163,458)
Service cost	(37,145)	(36,241)
Interest cost	(29,221)	(28,288)
Net actuarial gain (loss)	83,226	44,780
Benefits paid	20,769	27,896
Change due to change in assumptions	358,535	(17,269)
Other change	10,474	-
Ending funded status	<u>\$ (765,942)</u>	<u>\$ (1,172,580)</u>

Amounts not yet recognized as components of net periodic benefit cost consist of the following:

	Other Postretirement Benefits	
	2022	2021
Net actuarial gain	\$ 1,025,393	\$ 593,463
Transition obligation	-	(64,712)
Total	<u>\$ 1,025,393</u>	<u>\$ 528,751</u>

In accordance with generally accepted accounting principles, the benefit obligation presented in the table above presents the accumulated benefit obligation for the postretirement benefits.

Components of net periodic benefit cost and other amounts recognized in the statement of activities and changes in net assets are as follows:

	Other Postretirement Benefits	
	2022	2021
Net Periodic Benefit Cost, Employer Contributions, and Benefits Paid		
Net periodic benefit cost	\$ 87,317	\$ 84,461
Employer contributions	20,769	27,896
Benefits paid	20,769	27,896

United Way of Genesee County

Notes to Financial Statements

June 30, 2022

6. Other Postretirement Benefit Plan (continued)

Obligations and Funded Status (continued)

As the plan is not pre-funded, no contributions other than those necessary to cover benefit payments are anticipated.

Assumptions

Weighted-average assumptions used to determine benefit obligations as of June 30 are as follows:

	Other Postretirement Benefits	
	2022	2021
Discount rate	4.75%	2.50%

Weighted-average assumptions used to determine net periodic benefit cost for the years ended June 30 are as follows:

	Other Postretirement Benefits	
	2022	2021
Discount rate	2.50%	2.50%

The overall expected rate of return on plan assets represents a weighted-average composite rate based on the historical rates of returns of the respective asset classes adjusted for anticipated market movements.

Assumed Health Care Cost Trend Rates as of June 30:

	Other Postretirement Benefits	
	2022	2021
Health care cost trend rate assumed for next year (pre-65)	7.25%	8.25%
Health care cost trend rate assumed for next year (post-65)	5.50%	6.50%

The following postemployment benefit payments, which reflect expected future service, as appropriate, are expected to be paid as follows:

United Way of Genesee County

Notes to Financial Statements

June 30, 2022

6. Other Postretirement Benefit Plan (continued)

Cash Flow – Estimated Future Benefit Payments

Years Ending	Other Postretirement Benefits
2023	\$ 37,074
2024	39,123
2025	38,169
2026	27,881
2027	44,032
2028 – 2032	226,648

7. Paycheck Protection Program Loan

During the year ended June 30, 2020, the Organization received a Paycheck Protection Program (PPP) loan in the amount of \$308,420. Under the terms of the program, the loan would be fully or partially forgiven if the loan proceeds were spent on qualifying expenses and if staffing level and salary maintenance requirements were met. The Organization could use the funds on qualifying expenses over a covered period of at least 8 weeks and up to 24 weeks. At the conclusion of the covered period, any balance that was not forgiven by the Small Business Administration (SBA) would be repaid over a period of two years at a 1.00% interest rate, with monthly payments of principal and interest beginning six months after the conclusion of the covered period.

The Organization applied for and received notification from the SBA of forgiveness of the loan on April 19, 2021. The forgiveness was recorded as gain on extinguishment of debt on the statement of activities and changes in net assets during the year ended June 30, 2021.

8. Net Assets

The Organization's net assets are categorized and reported as follows:

Net Assets without Donor Restrictions

This portion of the Organization net assets is available for general obligations and is not subject to any donor-imposed restrictions. Revenue earned from contributions without donor restrictions, grants without donor restrictions, building rental, investment income available for operations, and all operating expenses are reported in this category. Net assets without donor restrictions of \$1,500,000 have been designated as operating reserve for the years ended June 30, 2022 and 2021 by the Organization's Board of Directors.

United Way of Genesee County

Notes to Financial Statements

June 30, 2022

8. Net Assets (continue)

Net Assets with Donor Restrictions

Net assets with donor restrictions are restricted as follows:

	<u>2022</u>	<u>2021</u>
Purpose restricted:		
Flint water crisis	\$ 14,178	\$ 13,010
Don Burkes Memorial Bone Marrow	77,223	77,223
Ramp Program	21,910	36,257
COVID-19	-	132,643
Berston Program	112,624	301,670
United Way as grantee	1,551,878	836,822
Time restricted – General operations	289,238	529,981
To be held in perpetuity	644,281	764,611
Total	<u>\$ 2,711,332</u>	<u>\$ 2,692,217</u>

The portion of the Organization's net assets limited by donor-imposed restrictions that require the gift be maintained in perpetuity consist of the beneficial interests held by third parties.

9. Defined Contribution 401(k) Plan

The Organization has established a defined contribution retirement plan covering all employees of the Organization who are eligible under plan provisions. Employer discretionary contributions, which are determined each year by management, were \$28,659 for the plan year ended June 30, 2022, and \$30,137 for the plan year ended June 30, 2021. Employer matching contributions are up to 3.00% of the employee's salary each pay period and were \$32,096 for the plan year ended June 30, 2022, and \$33,948 for the plan year ended June 30, 2021.

10. Fair Value Measurements

Accounting standards require certain assets and liabilities be reported at fair value in the financial statements and provide a framework for establishing that fair value. The framework for determining fair value is based on a hierarchy that prioritizes the inputs and valuation techniques used to measure fair value.

Fair values determined by Level 1 inputs use quoted prices in active markets for identical assets that the Organization has the ability to access.

Fair values determined by Level 2 inputs use other inputs that are observable, either directly or indirectly. These Level 2 inputs include quoted prices for similar assets in active markets and other inputs, such as interest rates and yield curves, that are observable at commonly quoted intervals.

United Way of Genesee County

Notes to Financial Statements

June 30, 2022

10. Fair Value Measurements (continued)

Level 3 inputs are unobservable inputs, including inputs that are available in situations where there is little, if any, market activity for the related asset. These Level 3 fair value measurements are based primarily on management's own estimates using pricing models, discounted cash flow methodologies, or similar techniques considering the characteristics of the asset.

In instances where inputs used to measure fair value fall into different levels in the above fair value hierarchy, fair value measurements in their entirety are categorized based on the lowest level input that is significant to the valuation. The Organization's assessment of the significance of inputs to these fair value measurements requires judgment and considers factors specific to each asset.

The following tables present information about the Organization's assets measured at fair value on a recurring basis as of June 30, 2022 and 2021 and the valuation techniques used by the Organization to determine those fair values:

2022	Assets Measured at Fair Value on a Recurring Basis			
	Level 1	Level 2	Level 3	Total
Investments:				
Money market mutual funds	\$ 187,287	\$ -	\$ -	\$ 187,287
Exchange traded funds	124,443	-	-	124,443
Debt securities – Corporate	-	995,228	-	995,228
Mutual funds – Equity	3,741,021	-	-	3,741,021
Mutual funds – Fixed income	1,672,351	-	-	1,672,351
Endowment investments – Trusts held by third party – Beneficial interest	-	-	644,281	644,281
Total investments	\$ 5,725,102	\$ 995,228	\$ 644,281	\$ 7,364,611

2021	Assets Measured at Fair Value on a Recurring Basis			
	Level 1	Level 2	Level 3	Total
Investments:				
Money market mutual funds	\$ 224,889	\$ -	\$ -	\$ 224,889
Exchange traded funds	138,025	-	-	138,025
Debt securities – Corporate	-	3,719,787	-	3,719,787
Mutual funds – Equity	2,583,780	-	-	2,583,780
Mutual funds – Fixed income	1,211,471	-	-	1,211,471
Endowment investments – Trusts held by third party – Beneficial interest	-	-	764,611	764,611
Total investments	\$ 4,158,165	\$ 3,719,787	\$ 764,611	\$ 8,642,563

United Way of Genesee County

Notes to Financial Statements

June 30, 2022

10. Fair Value Measurements (continued)

Investments per the statement of financial position include CDs of \$186,303 as of June 30, 2022, and \$185,253 as of June 30, 2021, that are not included above. Listed above are money market mutual funds of \$187,287 as of June 30, 2022, and \$224,889 as of June 30, 2021, that are not included in investments on the statement of financial position.

The fair value of beneficial interest in perpetual trusts as of June 30, 2022 and June 30, 2021 was determined primarily based on Level 3 inputs. The Organization estimates the fair value of these investments in beneficial trusts based on the fair value of the assets in the trust unless the facts and circumstances indicate the fair value would be different from the present value of estimated future distributions.

Of the Level 3 assets still held by the Organization as of June 30, 2022 and June 30, 2021, the unrealized loss for the year ended June 30, 2022 was \$120,330, and the unrealized gain was \$106,595 for the year ended June 30, 2021.

11. Liquidity and Availability of Resources

The following reflects the Organization's financial assets as of June 30, reduced by amounts not available for general use because of contractual or donor-imposed restrictions within one year of the statement of financial position date:

	2022	2021
Cash and cash equivalents	\$ 1,929,128	\$ 2,133,957
Accounts and grants receivable	179,179	441,360
Pledges receivable – Net of allowance and designations payable	289,238	491,980
Short-term investments	6,719,346	7,731,160
Financial assets – at year end	9,116,891	10,798,457
Less those unavailable for general expenditures within one year due to contractual or donor-imposed restrictions:		
Restricted by donor with purpose restrictions	1,777,813	1,397,625
Allocations to be paid within one year	956,860	1,005,000
Financial assets available to meet cash needs for general expenditures within one year	\$ 6,382,218	\$ 8,395,832

None of these financial assets are subject to donor or other contractual restrictions that make them unavailable for general expenditure within one year of the statement of financial position date.

United Way of Genesee County

Notes to Financial Statements

June 30, 2022

11. Liquidity and Availability of Resources (continued)

The Organization has a policy to structure its financial assets to be available as its general expenditures, liabilities, and other obligations come due. In addition, the Organization invests cash in excess of daily requirements in various short-term investments. The Organization's board has designated net assets to support both strategic initiatives and a short-term disruption in revenue in the amount of \$1,500,000 as of June 30, 2022 and 2021. These amounts have been included in the total financial assets available to management for general expenditure within one year.

12. Lease Commitments

The Organization entered into a five-year operating lease agreement for office space located at 111 E. Court Street, Suite 3a, Flint, Michigan in 2018. This lease expires June 30, 2023. The Organization entered into a five-year operating lease agreement for rental of a copy machine in 2018. This lease expires in October 2023.

The Organization paid \$88,804 related to these leases for the year ended June 20, 2022 and \$86,684 for the year ended June 30, 2021.

Future minimum lease payments under these operating lease agreements as of June 30, 2022 are as follows:

<u>Year Ended June 30</u>	<u>Amount</u>
2023	\$ 84,152
2024	<u>1,038</u>
Total future minimum lease payments	<u>\$ 85,190</u>

13. Other Commitments

During the year ended June 30, 2022, the Board of Directors of the Organization approved community impact program allocations (amounts payable to local agencies) totaling \$956,860. These allocations apply to and will be paid during the fiscal year ending June 30, 2023.

Other Supplementary Information

United Way of Genesee County

Schedule of Initial and Final Pledge Campaign Uncollectible Reserves:
2016 Through 2020 Pledge Campaigns

Pledge Campaign Year	Agency Fiscal Year	Percentage of Campaign Collected as of Fiscal Year End	Total Campaign Pledges	Initial Uncollectible Reserve Established		Final Uncollectible Reserve Realized	
				Dollar Amount	Percent of Campaign	Dollar Amount	Percent of Campaign
2016	2017	45.74%	\$ 2,259,065	\$ 112,953	5.00%	\$ 1,205	0.01%
2017	2018	47.20%	\$ 2,129,167	\$ 127,750	6.00%	\$ 79,835	3.75%
2018	2019	40.23%	\$ 2,094,382	\$ 75,000	4.00%	\$ 196,067	9.36%
2019	2020	19.33%	\$ 1,551,898	\$ 200,000	12.89%	\$ 159,137	10.25%
2020	2021	51.67%	\$ 1,495,418	\$ 128,000	8.56%	\$ 82,947	5.55%