

UNITED WAY OF PIONEER VALLEY, INC.
FINANCIAL STATEMENTS
JUNE 30, 2019
WITH COMPARATIVE TOTALS FOR JUNE 30, 2018

UNITED WAY OF PIONEER VALLEY, INC.
FINANCIAL STATEMENTS

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MeyersBrothersKalicka , P.C.
CERTIFIED PUBLIC ACCOUNTANTS
AND BUSINESS STRATEGISTS

INDEPENDENT AUDITORS' REPORT

To the Board of Directors of
United Way of Pioneer Valley, Inc.

We have audited the accompanying financial statements of United Way of Pioneer Valley, Inc. (the "United Way") (a nonprofit organization), which comprise the statement of financial position as of June 30, 2019, and the related statements of activities, functional expenses and cash flows for the year then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' 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 United Way'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 United Way's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the United Way as of June 30, 2019, 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.

Emphasis of Matter

As discussed in Note 2, during the year ended June 30, 2019, the United Way adopted Accounting Standards Update No. 2016-14, *Not-for-Profit Entities (Topic 958); Presentation of Financial Statements of Not-For-Profit Entities*. Our opinion is not modified with respect to this matter.

Other Reporting Required by *Government Auditing Standards*

In accordance with *Government Auditing Standards*, we have also issued our report dated December 12, 2019, on our consideration of the United Way's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the United Way's internal control over financial reporting and compliance.

Report on Summarized Comparative Information

We have previously audited the United Way's financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated February 1, 2019. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2018, is consistent, in all material respects, with the audited financial statements from which it has been derived.

Mayer Brothers Kalicka, P.C.

Holyoke, Massachusetts
December 12, 2019

UNITED WAY OF PIONEER VALLEY, INC.

**STATEMENT OF FINANCIAL POSITION
JUNE 30, 2019
WITH COMPARATIVE TOTALS FOR 2018**

	2019		2018
	Without Donor Restrictions	With Donor Restrictions	Total
Assets			
Cash and cash equivalents	\$ 357,013	\$ 213,556	\$ 570,569
Restricted cash - donor choice	234,224	-	234,224
Prepaid expenses and deposits	9,243	-	9,243
Grants and other receivables	69,273	-	69,273
Contributions receivable, net	767,092	-	767,092
Investments	2,630,492	82,699	2,713,191
Leasehold improvements, vehicle, and equipment, net	81,157	-	81,157
Investments held at Community Foundation	-	100,342	100,342
Beneficial interest in perpetual trusts	-	1,306,148	1,306,148
Total assets	<u>\$ 4,148,494</u>	<u>\$ 1,702,745</u>	<u>\$ 5,851,239</u>
Liabilities			
Borrowings under line of credit	\$ -	\$ -	\$ -
Accounts payable	75,261	-	75,261
Community designations payable	642,014	-	642,014
Agency distributions payable	234,224	-	234,224
Grants payable	-	-	-
Accrued compensation and related liabilities	32,911	-	32,911
Deferred revenue	-	-	-
Total liabilities	<u>984,410</u>	<u>-</u>	<u>984,410</u>
Net assets			
Without donor restrictions			
Board designated	644,341	-	644,341
Undesignated	2,519,743	-	2,519,743
With donor restrictions	-	1,702,745	1,702,745
Total net assets	<u>3,164,084</u>	<u>1,702,745</u>	<u>4,866,829</u>
Total liabilities and net assets	<u>\$ 4,148,494</u>	<u>\$ 1,702,745</u>	<u>\$ 5,851,239</u>

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

UNITED WAY OF PIONEER VALLEY, INC.

STATEMENT OF ACTIVITIES
FOR THE YEAR ENDED JUNE 30, 2019
WITH COMPARATIVE TOTALS FOR 2018

	2019		2018
	Without Donor Restrictions	With Donor Restrictions	Total
Campaign revenues and other support			
Current year campaign contributions			
Total campaign amounts raised	\$ 1,648,933	\$ -	\$ 1,648,933
Less: donor designations	(124,767)	-	(124,767)
Less: provision for uncollectible pledges	(112,373)	-	(112,373)
Net current year contributions	1,411,793	-	1,411,793
Investment income, net of fees	57,971	-	57,971
Administration fees	25,651	-	25,651
Grant and other income	38,761	493,513	532,274
Program/event revenue	15,200	-	15,200
In-kind support (Note 2)	96,908	-	96,908
Net assets released from restrictions	657,061	(657,061)	-
Total campaign revenues and other support	<u>2,303,345</u>	<u>(163,548)</u>	<u>2,139,797</u>
Program services and other expenses			
Community services	1,037,205	-	1,037,205
Special programs and supporting services			
Western Massachusetts Network to End Homelessness	175,258	-	175,258
Healing Racism Institute of Pioneer Valley	194,346	-	194,346
Stay in School	36,728	-	36,728
Women's Leadership Council	70,151	-	70,151
Financial Success Center	228,954	-	228,954
PR Relief Fund	64,591	-	64,591
Forever Dunbar	-	-	8,751
Management and general	270,938	-	270,938
Fundraising	308,650	-	308,650
Total special programs and supporting services	1,349,616	-	1,349,616
Total expenses	<u>2,386,821</u>	<u>-</u>	<u>2,386,821</u>
Changes in net assets from operations	<u>(83,476)</u>	<u>(163,548)</u>	<u>(247,024)</u>
Other changes			
Realized and unrealized gain on investments	64,029	2,299	66,328
Change in value of split interest agreements	-	(5,108)	(5,108)
Total other changes	<u>64,029</u>	<u>(2,809)</u>	<u>61,220</u>
Change in net assets	<u>(19,447)</u>	<u>(166,357)</u>	<u>(185,804)</u>
Net assets, beginning of year	3,183,531	1,869,102	5,052,633
Net assets, end of year	<u>\$ 3,164,084</u>	<u>\$ 1,702,745</u>	<u>\$ 4,866,829</u>

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

UNITED WAY OF PIONEER VALLEY, INC.

STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED JUNE 30, 2019

	Program Services						Supporting Services		Total
	Western Massachusetts Network to End Homelessness	Healing Racism Institute of Pioneer Valley	Stay in School	Women's Leadership Council	Financial Success Center	PR Relief Fund	Management and General	Fund Raising	
Community Services	\$ 638,014	\$ 135,143	\$ -	\$ 7,500	\$ -	\$ 64,591	\$ -	\$ -	\$ 845,248
Community impact grants to organizations									
Salaries	138,054	19,879	1,081	38,923	141,836	-	42,132	152,123	644,222
Employee health and retirement benefits	10,408	1,115	187	3,279	6,571	-	12,495	11,114	45,286
Payroll taxes	13,013	2,398	757	6,795	19,707	-	2,340	13,647	69,920
Total salaries and related expenses	161,475	23,392	2,025	48,997	168,114	-	56,967	176,884	759,428
Occupancy costs	22,341	3,513	879	5,271	21,077	-	8,782	24,186	100,985
Telephone	3,701	705	176	1,057	3,701	-	791	4,495	17,622
Membership and dues	5,574	871	217	1,307	4,574	-	4,413	5,582	26,240
Bank and grant fees	11,582	131	131	168	131	-	10,452	14,675	37,433
Postage and office supplies	1,796	-	-	-	2,726	-	16,210	2,251	22,983
Automobile expense	596	93	-	11	1,345	-	2,406	754	6,569
Insurance	1,668	-	-	-	1,668	-	15,175	1,668	20,179
Repairs and maintenance	114	-	-	-	-	-	4,561	1,276	5,951
Community training and meetings	4,289	2,569	-	2,677	247	-	3,310	6,761	38,340
Professional services	80,882	8,200	-	2,083	20,194	-	110,043	51,162	298,464
Publicity and promotion	789	-	32,659	439	4,038	-	14,479	13,829	70,603
In-kind (Note 2)	96,908	-	-	-	-	-	-	-	96,908
Interest	-	-	-	-	-	-	10,660	-	10,660
Miscellaneous	-	-	-	-	-	-	7,349	-	7,349
	230,240	16,082	34,062	13,013	59,701	-	208,631	126,639	760,286
Total expenses before depreciation	1,029,729	174,617	36,087	69,510	227,815	64,591	265,598	303,523	2,364,962
Depreciation	7,476	641	641	641	1,139	-	5,340	5,127	21,859
Total expenses	\$ 1,037,205	\$ 175,258	\$ 36,728	\$ 70,151	\$ 228,954	\$ 64,591	\$ 270,938	\$ 308,650	\$ 2,386,821

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

UNITED WAY OF PIONEER VALLEY, INC.

STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED JUNE 30, 2018

	Program Services						Supporting Services		Total
	Western Massachusetts Network to End Homelessness	Healing Racism Institute of Pioneer Valley	Stay in School	Women's Leadership Council	Financial Success Center	Forever Dunbar	Management and General	Fund Raising	
Community Services									2018
Community impact grants to organizations	\$ 671,500	\$ 104,416	\$ -	\$ 7,500	\$ 75,000	\$ -	\$ -	\$ -	\$ 858,416
Salaries	177,952	17,512	32,111	59,753	81,566	-	73,760	227,175	773,129
Employee health and retirement benefits	18,428	1,858	3,407	6,340	8,654	-	7,826	24,105	81,578
Payroll taxes	19,900	1,969	3,611	6,719	9,172	-	8,294	25,546	86,827
Total salaries and related expenses	216,280	21,339	39,129	72,812	99,392	-	89,880	276,826	941,534
Occupancy costs	30,166	2,368	2,046	2,046	2,868	2,046	24,552	23,781	91,919
Telephone	4,563	385	385	385	525	385	4,621	4,001	16,136
Membership and dues	16,705	979	979	979	1,333	979	11,737	10,158	46,100
Bank and grant fees	15,005	1,313	1,313	1,313	1,788	1,313	15,747	13,628	54,440
Postage and office supplies	5,713	483	483	483	658	483	5,795	5,015	20,225
Automobile expense	485	536	85	1	627	-	120	4,986	8,075
Insurance	4,489	349	349	349	476	349	4,191	3,627	14,983
Repairs and maintenance	2,744	-	-	-	-	-	1,990	2,828	7,562
Community training and meetings	7,271	167	-	2,879	74	-	3,500	6,417	50,097
Professional services	24,173	5,899	-	1,742	-	2,322	46,624	24,772	136,287
Publicity and promotion	20,116	-	-	957	12,187	-	-	29,210	65,745
In-kind (Note 2)	111,208	-	-	-	-	-	-	-	111,208
Interest	2,421	-	-	-	-	-	-	-	2,421
Miscellaneous	-	-	-	-	-	-	-	-	-
	245,059	12,479	5,640	11,134	20,536	7,877	118,877	128,423	625,198
Total expenses before depreciation	1,132,839	138,234	44,769	91,446	194,928	7,877	208,757	405,249	2,425,148
Depreciation	10,646	874	874	874	874	874	7,723	7,406	31,457
Total expenses	\$ 1,143,485	\$ 139,108	\$ 45,643	\$ 92,320	\$ 195,802	\$ 8,751	\$ 216,480	\$ 412,655	\$ 2,456,605

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

UNITED WAY OF PIONEER VALLEY, INC.

STATEMENTS OF CASH FLOWS FOR THE YEARS ENDED JUNE 30, 2019 AND 2018

	<u>2019</u>	<u>2018</u>
Cash flows from operating activities		
Change in net assets	\$ (185,804)	\$ 102,316
Adjustments to reconcile change in net assets to net cash used in operating activities		
Depreciation	21,859	31,457
Net realized and unrealized gains	(66,328)	(185,765)
Change in beneficial interest in perpetual trusts	5,108	(46,147)
Change in provision for uncollectible pledges	26,989	18,327
Change in operating assets and liabilities:		
Prepaid expenses	3,962	-
Grants and other receivables	62,689	(130,200)
Contributions receivable, net	(195,920)	151,086
Accounts payable	(44,840)	90,393
Community grants payable	(256,986)	(155,000)
Agency distributions payable	160,854	(56,137)
Grants payable	(52,500)	(27,565)
Accrued compensation and related liabilities	(32,855)	(926)
Deferred revenue	<u>(9,000)</u>	<u>(19,965)</u>
Net cash used in operating activities	<u>(562,772)</u>	<u>(228,126)</u>
Cash flows from investing activities		
Purchase of leasehold improvements and equipment	(11,967)	(10,015)
Purchase of investments	(1,445,753)	(1,678,780)
Proceeds from the sales of investments	1,990,086	1,830,265
Investments held at Community Foundation, net	<u>(2,299)</u>	<u>(2,765)</u>
Net cash provided by investing activities	<u>530,067</u>	<u>138,705</u>
Cash flows from financing activities		
(Repayments) borrowings under line of credit	<u>(200,000)</u>	<u>200,000</u>
Net cash (used in) provided by financing activities	<u>(200,000)</u>	<u>200,000</u>
Net change in cash and cash equivalents and restricted cash	(232,705)	110,579
Cash and cash equivalents and restricted cash, beginning of year	<u>1,037,498</u>	<u>926,919</u>
Cash and cash equivalents and restricted cash, end of year	<u>\$ 804,793</u>	<u>\$ 1,037,498</u>
Supplemental disclosure of cash flow information		
Cash paid during the year for interest	\$ 10,660	\$ 2,421

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

UNITED WAY OF PIONEER VALLEY, INC.

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2019 AND 2018

1. ORGANIZATION:

The United Way of Pioneer Valley, Inc. (the "United Way") is a nonprofit fundraising, fund distribution, and community service agency. The United Way raises funds on an annual basis, primarily through employee payroll deductions at the workplace and corporate contributions. The United Way awards funds raised through program and agency reviews conducted by community volunteers or distributes those funds as stipulated by individual donors. In addition, the United Way provides community services such as referral services. The United Way serves all communities throughout Hampden County, and the towns of South Hadley and Granby in Hampshire County, Massachusetts.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES:

Accounting method

The accompanying financial statements of the United Way have been prepared on the accrual basis of accounting in conformity with accounting principles generally accepted in the United States of America.

Accounting policie adopted

In August 2016, the Financial Accounting Standards Board ("FASB") issued Accounting Standards Update ("ASU") No. 2016-14, *Not-for-Profit Entities (Topic 958): Presentation of Financial Statements of Not-for-Profit Entities*. ASU 2016-14 requires significant changes to the financial reporting model of organizations that follow FASB not-for-profit standards, including changing from three classes of net assets to two classes, net assets with donor restrictions and net assets without donor restrictions. The ASU also requires changes in the way certain information is aggregated and reported by the United Way, including an analysis of expenses by function, investment expenses are now included with investment return, additional disclosures related to underwater endowments and required disclosures about the liquidity and availability of resources. The new standard is effective for the United Way as of and for the year ended June 30, 2019 and must be applied on a retrospective basis. Adoption of the ASU did not result in any reclassifications or restatements to net assets or changes in net assets.

Comparative financial information

The financial statements include certain prior year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with accounting principles generally accepted in the United States of America. Accordingly, such information should be read in conjunction with the United Way's financial statements for the year ended June 30, 2018, from which the summarized information was derived.

Liquidity information

In order to provide information about liquidity, assets have been sequenced according to their nearness to conversion to cash and liabilities have been sequenced according to the nearness of their resulting use of cash. Note 3 contains a qualitative and quantitative analysis of the United Way's liquidity.

UNITED WAY OF PIONEER VALLEY, INC.

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2019 AND 2018

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES: (CONTINUED)

Contributions receivable

All pledges are typically due within one year or less, for which their net realizable value is a reasonable estimate of fair value. Consequently, all pledges are recorded without any discount to present value. Contributions receivable related to the current campaign are recorded as assets without donor restrictions.

Grants are recognized as support in the period in which they are received. Grants are presented as support with donor restrictions if they are received with donor stipulations that limit the use of the donated assets. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statement of activities as net assets released from restrictions. Revenue with donor-imposed restrictions is recognized in net assets without donor restrictions if the restriction is met in the year the revenue is received.

The United Way provides for an allowance for uncollectible contributions and grants receivable based upon management's experience applied to the age and character of the receivables. Accounts are written off against the allowance when management has exhausted all reasonable collection efforts. Actual bad debts incurred amounted to \$139,362 and \$185,195 in 2019 and 2018, respectively.

Cash and cash equivalents

The United Way considers all short-term investments with an original maturity date of three months or less to be cash equivalents.

Restricted cash

Restricted cash consists of cash received with specific designations that has not been distributed to the specified organizations.

Investments, including endowments

Investments are recorded at fair value using methodologies discussed in Fair Value Measurements (Note 7). Gains and losses that result from market fluctuations are recognized in the period such fluctuations occur. Realized gains and losses resulting from sales or maturities are calculated on a specific identification basis. Investment activity is reported as increases or decreases in net assets without donor restrictions unless their use is restricted by explicit donor stipulation or by law. Dividend and interest income are accrued when earned and reported net of investment advisory fees.

Investment securities are exposed to various risks, such as interest rate, market and credit. Due to the level of uncertainty related to changes in interest rates, market volatility and credit risks, it is at least reasonably possible that changes in these risks could materially affect the fair value of investments and related activity reported on the financial statements.

United Way's investments include donor restricted endowment funds and funds functioning as quasi-endowment funds (Note 6). Donor restricted endowments consist of gifts received with a donor stipulation that require the funds to be invested in perpetuity. Quasi-endowment funds consist of board designated and donor restricted purpose funds. Board designated funds consist of monies internally designated. Donor restricted purpose funds consist of gifts received with a donor stipulation to be used for a particular purpose, but with no requirement for the funds to be invested in perpetuity and for which a fund was established to function as an endowment.

UNITED WAY OF PIONEER VALLEY, INC.

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2019 AND 2018

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES: (CONTINUED)

Investments, including endowments (continued)

Professional accounting standards provide guidance on the net asset classification of donor restricted endowment funds for a not-for-profit organization that is subject to an enacted version of the Massachusetts "Uniform Prudent Management of Institutional Funds Act" statute ("UPMIFA"), which was effective June 2009 which serves as a model act for states to modernize their laws governing donor restricted endowment funds.

The Board of Directors of the United Way (the "Board") has interpreted UPMIFA, as adopted by the Commonwealth of Massachusetts, as requiring the preservation of the fair value of the original gift as of the gift date of the donor restricted endowment funds absent explicit donor stipulations to the contrary. As a result of this interpretation, the United Way classifies as net assets with donor restrictions the original value of gifts donated to the permanent endowment. The remaining portion of the donor restricted endowment fund that is not classified in net assets with donor restrictions is classified as net assets without donor restrictions as donor requests noted that liquid earnings on endowment be used annually for general use.

Recent accounting standards

In May 2014, FASB issued ASU 2014-09, *Revenue from Contracts with Customers*. This may impact the way the United Way recognizes revenue under accounting principles generally accepted in the United States of America ("GAAP"). The new standard will require the United Way to recognize revenue when promised goods or services are transferred to customers and in the amount of consideration to which the United Way expects to be entitled. The United Way will be required to follow a five-step process outlined by the FASB to determine recognized revenue for each contract which may result in differences from the current method. The United Way is not required to apply the new standard until years beginning after December 15, 2018 (for the year ending June 30, 2020).

In June 2018, FASB issued ASU 2018-08, *Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made*. The guidance will assist organizations in (1) evaluating whether transactions should be accounted for as contributions (nonreciprocal transactions) within the Scope of Topic 958, Not-for-Profit Entities, or as exchange (reciprocal) transactions subject to other guidance and (2) determining whether a contribution is conditional. These changes will be implemented simultaneously with adoption of the new revenue standard (for the year ending June 30, 2020).

In August 2018, the FASB issued ASU 2018-13, *Fair Value Measurement (Topic 820): Disclosure Framework—Changes to the Disclosure Requirements for Fair Value Measurement*. The new standard will update the required disclosures related to (1) changes in unrealized gains and losses, (2) the range and weighted average of significant unobservable inputs used to develop Level 3 fair value measurements, and (3) the narrative description of measurement uncertainty. Entities are not required to apply the new standard until calendar years beginning after December 15, 2019 (year ending June 30, 2021) and management is currently assessing the impact of this standard.

In February 2016, FASB issued ASU 2016-02, *Leases*. As part of this new standard, there are significant changes that call for the treatment of current operating leases as capital leases, resulting in recognition by the lessee (the United Way) of a lease liability and a corresponding right-of-use asset. The lessor will recognize an asset representing its right to receive payments. The United Way is not required to apply the new standard until years beginning after December 15, 2020 (for the year ending June 30, 2022). The United Way may also early adopt the new standard. In preparation of this standard, management will be reviewing and evaluating all leases, review its capitalization policy, and assess the potential impact on any related financial covenants required by the United Way financing arrangements.

UNITED WAY OF PIONEER VALLEY, INC.

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2019 AND 2018

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES: (CONTINUED)

Leasehold improvements, vehicle, and equipment

Leasehold improvements, vehicle, and equipment are carried at cost less accumulated depreciation. The United Way capitalizes expenditures for leasehold improvements, vehicle, and equipment in excess of \$2,500. The fair value of donated equipment is similarly capitalized. Depreciation is calculated based on the estimated useful lives, ranging from 3 to 10 years, of the respective assets using the straight-line method. When assets are retired or otherwise disposed of, the cost and related accumulated depreciation are removed from the accounts and any resulting gain or loss is credited or charged to operations for the period. The cost of maintenance and repairs is charged to operations as incurred; significant renewals and betterments are capitalized. The United Way evaluated the carrying value of its long-lived assets and no impairment was recorded.

Community designations payable

Community impact grants are awarded to agencies for specific programs and are contingent on satisfactory program performance, contract compliance, and available dollars. The grants are recommended by staff and community volunteers and approved by the board of directors. These expenses are recorded prior to fiscal year end and monthly distributions will be made in the subsequent fiscal year. The United Way requires grant recipients to provide all required reporting in order to receive their last payment.

Deferred revenue

Deferred revenue represents membership and sponsorship fees paid in advance.

Investments held at Community Foundation

The Community Foundation of Western Massachusetts ("Community Foundation") holds investment funds transferred by the United Way. The fair value of the investments held at the Community Foundation have been recorded as investments with donor restrictions on the statement of financial position. Investments are stated at fair value using methodologies noted in Note 7. Dividends and interest are recorded as earned net of investment fees.

The Community Foundation has established a variety of different investment portfolios which are managed by their Investment Committee. The United Way chose to invest its funds in the Global Growth Portfolio, which includes a combination of equity securities, bonds, cash and alternative investments. The aim of this portfolio is maximum long-term return on assets within a prudent level of risk.

Beneficial interest in perpetual trusts

The United Way is the beneficiary of income from perpetual trusts held, administered and controlled by outside fiscal agents. The principal of these funds is neither in the possession, nor under the control of the United Way and therefore, is not recorded in the accompanying financial statements.

The present values of the estimated future cash receipts from the trusts were recorded as assets with donor restrictions and contribution revenues at the dates the trusts were established. Distributions from the trusts are recorded as income in net assets without donor restrictions and the carrying value of the assets is adjusted for changes in estimates of future receipts. Distributions recorded as contributions during 2019 and 2018 totaled \$60,927 and \$59,895, respectively.

Net assets

In order to ensure observance of limitations and restrictions placed on the use of the resources available to the United Way, the accompanying financial statements are classified for accounting and reporting purposes into classes of net assets in accordance with the existence or absence of donor-imposed restrictions.

UNITED WAY OF PIONEER VALLEY, INC.

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2019 AND 2018

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES: (CONTINUED)

Net assets (continued)

Accordingly, net assets and changes therein are classified as follows:

Net assets without donor restrictions - Net assets are not subject to donor-imposed stipulations. Net assets without donor restrictions may be designated for specific purposes by action of the Board. Board designated net assets consist of assets without restrictions, designated by the Board for investment purposes.

Net assets with donor restrictions - Net assets subject to donor-imposed stipulations. Some donor-imposed stipulations are temporary in nature, such as those that will be met by the passage of time or other events specified by the donor. Other donor-imposed stipulations are perpetual in nature, where the donor stipulates that they be maintained permanently by the United Way. Generally, the donors of these assets permit the United Way to use all or part of the income earned on any related investments for general or specific purpose. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statement of activities as net assets released from restrictions. Realized and unrealized gains and losses on restricted purpose gifts are reported as net assets with donor restrictions in accordance with donor stipulations and Massachusetts law.

Board designated net assets represent a portion of the accumulation of unrestricted surpluses that are available for use at the discretion of the Board. The presence of Board designated net assets increases the United Way's ability to absorb or respond to temporary changes in its environment or circumstances, for example, the unanticipated event of unexpected or non-budgeted increases in operating expenses and/or losses on operating revenues. Board designated net assets consist of a three month community impact reserve, a three month operating expense reserve and a special initiatives reserve.

During fiscal year 2019 and 2018, the Board approved for approximately \$600,000 and \$200,000, respectively, of reserve funds to be disbursed for community impact initiatives.

Campaign revenue

An annual campaign drive commences in the fall and continues through the end of the fiscal year, primarily in the Western Massachusetts area. Pledges received in connection with the current campaign are recorded as unrestricted assets and an allowance is provided for amounts estimated to be uncollectible.

The United Way offers donors a choice of options as part of an ongoing effort to ensure that funding policies match the needs of the donor and the community it serves. The options consist of the following:

Community impact fund

The amount of these pledges, net of expected bad debt expenses and administrative costs, are awarded through the United Way to community agencies. The allocation amount is determined by the Community Impact Committee and approved by the Board.

Specific designations

These pledges are designated by the donor for specific agencies or other United Way organizations. The United Way distributes specific designations when collected, net of a 12% administrative charge.

The United Way acts as an agent as it has no discretion in distributing designated amounts raised. Designations are included in amounts raised on behalf of others, as a deduction from total campaign amounts raised, in determining net campaign revenue on the statement of activities and changes in net assets.

Designations receivable are deducted from total contributions receivable, in determining net contributions receivable on the statements of financial position. Specific designation amounts collected and not distributed at June 30, 2019 and 2018 are reflected on the statements of financial position as a liability, agency distributions payable.

UNITED WAY OF PIONEER VALLEY, INC.

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2019 AND 2018

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES: (CONTINUED)

In-kind contributions and contributed services

In-kind contributions are reflected as contributions at their fair value at date of donation and are reported as support without donor restrictions unless explicit donor stipulations specify how donated assets must be used. The United Way benefited from donated public service announcements which were valued by the media broadcasting agency in the amounts of \$9,500 and \$16,368 during the years ended June 30, 2019 and 2018. The United Way also received various tickets, gift cards, memberships and meals free of charge totaling \$52,000 and \$63,440 during the years ended June 30, 2019 and 2018, respectively. These amounts have been reported as both in-kind support and in-kind expense on the statements of activities and functional expenses.

The United Way pays for most services requiring specific expertise. However, many individuals volunteer their time and perform a variety of tasks that assist the United Way with specific assistance programs, campaign solicitations and various committee assignments. The United Way recognizes the fair value of contributed services received if such services a) create or enhance nonfinancial assets or b) require specialized skills that are provided by individuals possessing those skills and would typically need to be purchased if not contributed. The value of volunteer time recorded as both in-kind support and in-kind expense on the statements of activities and functional expenses was \$35,408 and \$31,400 for the years ended June 30, 2019 and 2018, respectively. The United Way also receives services from a large number of volunteers who give significant amounts of their time to the United Way's programs and fund-raising campaigns, but which do not meet the criteria for financial statement recognition.

Functional allocation of expenses

The cost of providing the various programs and activities has been summarized on a functional basis in the statements of activities. Accordingly, certain costs have been allocated among the programs, special events and supporting services benefited. This allocation is based on actual employee time incurred, square footage or number of full time employees in each respective functional expense category.

Advertising

The United Way uses advertising to promote its programs. Advertising costs are expensed as incurred. Advertising expense for the years ended June 30, 2019 and 2018 was \$7,156 and \$2,872, respectively.

Tax-exempt status

The United Way is exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code and, accordingly, no provision for federal or state income taxes has been made except for any taxes due related to employee parking fringes.

Uncertain tax positions

A tax position is deemed to include such things as the United Way's tax-exempt status, unrelated business income and the methodologies for allocating expenses to unrelated business income streams. Management has evaluated significant tax positions against the criteria established by professional standards and believes there are no such tax positions requiring accounting recognition. The United Way's tax returns are subject to examination by taxing authorities for all years ending on or after June 30, 2016.

Use of estimates

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

UNITED WAY OF PIONEER VALLEY, INC.

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2019 AND 2018

3. LIQUIDITY AND AVAILABILITY OF RESOURCES:

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

Financial assets at June 30, 2019:

Cash	\$	329,493
Contributions receivable, net		767,092
Grants and other receivables		<u>69,273</u>

Total financial assets available for general expenditure at June 30, 2019 \$ 1,165,858

The United Way manages its liquidity by developing and adopting annual operating budgets that are designed to provide sufficient funds for general expenditures and allow the United Way to satisfy its liabilities and other obligations as they become due. The United Way maintains financial assets on hand to meet approximately three months of normal operating expenses. The United Way has Board Designated Investments available for use throughout the fiscal year (\$2,630,492 at June 30, 2019). As further described in Note 9, the United Way also has a line of credit in the amount of \$500,000, which it could draw upon in the event of an unanticipated liquidity need. The available balance on the line was \$500,000 at June 30, 2019.

4. CONTRIBUTIONS RECEIVABLE:

Contributions receivable are summarized as follows at June 30:

	2019	2018
Gross contribution receivable due within one year	\$ 1,018,827	\$ 871,505
Less: Agency amounts payable not received	(139,362)	(133,982)
Allowance for doubtful accounts	(112,373)	(139,362)
Contributions receivable, net	<u>\$ 767,092</u>	<u>\$ 598,161</u>

5. INVESTMENTS:

The Board, as the governing Board, is responsible for oversight of the United Way's investments. Establishment and implementation of investment policy, including the establishment of investment guidelines and the selection of investment managers, has been delegated by the Board to its Finance Committee. Investments authorized by the Finance Committee include marketable equity and fixed income securities and other types of investments that may be made with the prior approval of the Finance Committee.

The United Way's investment portfolio consists of an investment pool in which a number of individual funds (donor restricted endowment funds and funds functioning as quasi-endowment funds) participate in order to benefit from the diversification and economies of scale. Funds added or withdrawn from the pool are recorded at their share of the then current value of the pool. Investment income is recognized and posted on a quarterly basis.

The primary investment objective of the investment portfolio is growth of principal sufficient to preserve purchasing power and to provide income to support current and future activities of the United Way. Long term, the total return on the portfolio should equal the rate of inflation, plus the payout rate which is used to support current activities, plus an amount reinvested to support future activities.

From time to time, the fair value of assets associated with individual donor restricted endowment funds may fall below the level that the donor requires to be retained for perpetual funds. The historic gift value of donor restricted endowment funds cannot be reduced for any excess losses. Any excess losses shall reduce net assets with donor restrictions. At June 30, 2019 and 2018, there were no cumulative losses on the investments of donor restricted endowment funds.

UNITED WAY OF PIONEER VALLEY, INC.

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2019 AND 2018

5. INVESTMENTS: (CONTINUED)

Certain investments included in the board designated endowments are pledged as collateral on the line of credit (see Note 9).

Investments at June 30, 2019 consist of:

	<u>Cost</u>	<u>Fair Value</u>	<u>Unrealized Gain/(Loss)</u>
Money market	\$ 100,042	\$ 100,042	\$ -
Mutual funds	601,534	632,394	30,860
Common stocks	1,686,731	1,980,755	294,024
	<u>\$ 2,388,307</u>	<u>\$ 2,713,191</u>	<u>\$ 324,884</u>

Investments at June 30, 2018 consist of:

	<u>Cost</u>	<u>Fair Value</u>	<u>Unrealized Gain/(Loss)</u>
Money market	\$ 113,370	\$ 113,370	\$ -
Mutual funds	885,123	830,099	(55,024)
Common stocks	1,916,968	2,247,727	330,759
	<u>\$ 2,915,461</u>	<u>\$ 3,191,196</u>	<u>\$ 275,735</u>

Investment advisory fees were \$22,959 and \$19,137 for the years ended June 30, 2019 and 2018, respectively.

6. ENDOWMENTS:

Endowment by net asset class and type at June 30, 2019 consists of:

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>		
		<u>Time or Purpose Restricted</u>	<u>Restricted in Perpetuity</u>	<u>Total</u>
Board designated funds	\$ 2,630,492	\$ -	\$ -	\$ 2,630,492
Donor restricted purpose funds	-	100,342	-	100,342
Donor restricted endowment funds	-	-	82,699	82,699
Investments - June 30, 2019	<u>\$ 2,630,492</u>	<u>\$ 100,342</u>	<u>\$ 82,699</u>	<u>\$ 2,813,533</u>

Endowment by net asset class and type at June 30, 2018 consists of:

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>		
		<u>Time or Purpose Restricted</u>	<u>Restricted in Perpetuity</u>	<u>Total</u>
Board designated funds	\$ 3,108,497	\$ -	\$ -	\$ 3,108,497
Donor restricted purpose funds	-	98,043	-	98,043
Donor restricted endowment funds	-	-	82,699	82,699
Investments - June 30, 2018	<u>\$ 3,108,497</u>	<u>\$ 98,043</u>	<u>\$ 82,699</u>	<u>\$ 3,289,239</u>

UNITED WAY OF PIONEER VALLEY, INC.

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2019 AND 2018

6. ENDOWMENTS: (CONTINUED)

The following schedule reconciles the change in endowments by net asset class for the years ended June 30, 2019 and 2018:

		<u>With Donor Restrictions</u>			
	<u>Without Donor Restrictions</u>	<u>Time or Purpose Restricted</u>	<u>Restricted in Perpetuity</u>	<u>Total</u>	
Investments - June 30, 2017	\$ 3,074,217	\$ 95,278	\$ 82,699	\$ 3,252,194	
Realized gains	154,405	-	-	154,405	
Unrealized gains	28,595	2,765	-	31,360	
Interest and dividends	70,417	-	-	70,417	
Fees	(19,137)	-	-	(19,137)	
Distributions	(200,000)	-	-	(200,000)	
Investments - June 30, 2018	3,108,497	\$ 98,043	\$ 82,699	\$ 3,289,239	
Realized gains	82,654	-	-	82,654	
Unrealized (losses) gains	(16,326)	2,299	-	(14,027)	
Interest and dividends	78,626	-	-	78,626	
Fees	(22,959)	-	-	(22,959)	
Distributions	(600,000)	-	-	(600,000)	
Investments - June 30, 2019	<u>\$ 2,630,492</u>	<u>\$ 100,342</u>	<u>\$ 82,699</u>	<u>\$ 2,813,533</u>	

7. FAIR VALUE MEASUREMENTS:

The United Way follows established guidelines for a fair value hierarchy that prioritizes the inputs used to measure fair value. An asset or liability's classification within the hierarchy is determined based on the lowest level input that is significant to the fair value measurement. This hierarchy prioritizes the inputs into three broad levels as follows:

- Level 1 Quoted prices (unadjusted) in active markets for identical assets or liabilities. Market price is generally obtained from exchange or dealer markets.
- Level 2 Inputs other than Level 1 that are observable, either directly or indirectly, such as quoted prices for similar assets or liabilities; quoted prices in markets that are not active; or other inputs that are observable or can be corroborated by observable market data for substantially the full term of the assets or liabilities. Inputs are obtained from various sources including market participants, dealers and brokers.
- Level 3 Unobservable inputs that are supported by little or no market activity as they trade infrequently or not at all and that are significant to the fair value of the assets or liabilities.

UNITED WAY OF PIONEER VALLEY, INC.

NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2019 AND 2018

7. FAIR VALUE MEASUREMENTS: (CONTINUED)

Assets measured at fair value on a recurring basis at June 30, 2019 were as follows:

Assets	Total	Quoted Prices in Active Markets for Identical Assets	Significant Other Observable Inputs	Significant Unobservable Inputs
		Level 1	Level 2	Level 3
Investments:				
Mutual funds	\$ 632,394	\$ 632,394	\$ -	\$ -
Common stocks	1,980,755	1,980,755	-	-
Investments held at Community Foundation	100,342	-	-	100,342
Beneficial interest in perpetual trusts	1,306,148	-	-	1,306,148
Total investments	<u>\$ 4,019,639</u>	<u>\$ 2,613,149</u>	<u>\$ -</u>	<u>\$ 1,406,490</u>

Assets measured at fair value on a recurring basis at June 30, 2018 were as follows:

Assets	Total	Quoted Prices in Active Markets for Identical Assets	Significant Other Observable Inputs	Significant Unobservable Inputs
		Level 1	Level 2	Level 3
Investments:				
Mutual funds	\$ 830,099	\$ 830,099	\$ -	\$ -
Common stocks	2,247,727	2,247,727	-	-
Investments held at Community Foundation	98,043	-	-	98,043
Beneficial interest in perpetual trusts	1,311,256	-	-	1,311,256
Total investments	<u>\$ 4,487,125</u>	<u>\$ 3,077,826</u>	<u>\$ -</u>	<u>\$ 1,409,299</u>

UNITED WAY OF PIONEER VALLEY, INC.

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2019 AND 2018

7. FAIR VALUE MEASUREMENTS: (CONTINUED)

Level 3 investments valued using net values at June 30, are as follows:

	<u>2019 Fair Value</u>	<u>2018 Fair Value</u>	<u>Unfunded Commitments</u>	<u>Redemption Frequency (if currently eligible)</u>	<u>Redemption Notice Period</u>
Community Foundation funds	\$ 100,342	\$ 98,043	\$ -	Not eligible	Not equivalent
Beneficial interest in perpetual trusts	1,306,148	1,311,256	-	Not eligible	Not equivalent

Investments

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

Common stocks: Valued at the closing price reported on the active market on which the individual securities are traded.

Mutual funds: Valued at their daily closing price as reported by the fund. These funds are valued at the closing price recorded in the active market in which these individual securities are traded.

Investments held at Community Foundation

Investments held at Community Foundation are valued based upon the Community Foundation's pooled investment portfolio. These assets are classified within Level 3 of the valuation hierarchy, because the fair value is not quoted on a public or private market. The fair value is based upon the pooled investment portfolio at the Community Foundation that was determined by combining the fair market valuations for a combination of Level 1, Level 2 and Level 3 inputs.

The investments held at Community Foundation are valued monthly by the Community Foundation. The United Way receives a statement from the Community Foundation indicating the additions to the investment (via contributions), withdrawals from the investment (via grants), and the investment returns. The value is based on the estimated fair value of the underlying assets. The Community Foundation controls the investments and makes all management and investment decisions.

Beneficial interest in perpetual trusts

The fair value of perpetual trusts held, administered and controlled by third parties represents the present value of the estimated future cash receipts determined using the United Way's percentage interest in the current market value of the trust assets.

UNITED WAY OF PIONEER VALLEY, INC.

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2019 AND 2018

7. FAIR VALUE MEASUREMENTS: (CONTINUED)

The following schedule reconciles fair value measurements using significant unobservable inputs (Level 3) as noted above for the year ended June 30, 2019:

	Level 3 (Investments)	Level 3 (Trusts)
Assets		
Balance, beginning of year	\$ 98,043	\$ 1,311,256
Change in present value of estimated receipts	-	(5,108)
Realized/unrealized gains	2,299	-
Balance, end of year	<u>\$ 100,342</u>	<u>\$ 1,306,148</u>

The amount of total gains or losses for the year ended June 30, 2019 attributable to the change in unrealized gains or losses relating to assets still held at the reporting date.

\$ 2,299

The following schedule reconciles fair value measurements using significant unobservable inputs (Level 3) as noted above for the year ended June 30, 2018:

	Level 3 (Investments)	Level 3 (Trusts)
Assets		
Balance, beginning of year	\$ 95,278	\$ 1,265,109
Change in present value of estimated receipts	-	46,147
Realized/unrealized gains	2,765	-
Balance, end of year	<u>\$ 98,043</u>	<u>\$ 1,311,256</u>

The amount of total gains or losses for the year ended June 30, 2018 attributable to the change in unrealized gains or losses relating to assets still held at the reporting date.

\$ 2,765

Quantitative information about significant unobservable inputs used in level 3 fair value measurements

Beneficial interests in perpetual trust are valued based upon the United Way's allocable share of the pooled investment portfolio. The allocable share is based on the value of the underlying assets owned by the fund, minus its liabilities. These assets are classified within Level 3 of the valuation hierarchy, because the fair value is not quoted on a public or private market. The fair value is based upon the allocable share of the pooled investment portfolio that was determined by combining the fair market valuations for a combination of Level 1, Level 2 and Level 3 inputs.

The beneficial interests in investments are valued monthly by the investment managers and are allocated based upon each organization's calculated share of the pooled investment portfolio. Each entity with an interest within the pooled investments receives a statement indicating the additions to the investment (via contributions), withdrawals from the investment (via grants), and the investment returns allocated via a unitization process. The United Way calculates the fair value of its beneficial interest in the pooled investment assets held by the investment manager based on the estimated fair value of the underlying assets. The investment manager controls the investments and makes all management and investment decisions.

UNITED WAY OF PIONEER VALLEY, INC.

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2019 AND 2018

8. LEASEHOLD IMPROVEMENTS, VEHICLE, AND EQUIPMENT:

Leasehold improvements, vehicle, and equipment are summarized as follows at June 30:

	2019	2018
Leasehold improvements	\$ 147,193	\$ 147,193
Furniture, fixtures and equipment	229,797	407,643
Vehicle	11,968	-
	<u>388,958</u>	<u>554,836</u>
Accumulated depreciation	(307,801)	(463,787)
Leasehold improvements, vehicle, and equipment, net	<u>\$ 81,157</u>	<u>\$ 91,049</u>

Depreciation expense totaled \$21,859 and \$31,457 for the years ended June 30, 2019 and 2018, respectively.

9. LINE OF CREDIT:

The United Way has a commercial line of credit agreement with a local bank. The maximum amount available on the line of credit is \$500,000. The line of credit is secured by the pledge of certain investments and a first security interest in all assets of the United Way. The interest rate is adjusted on the first day of each month to a rate equal to one-half of a percentage point (.5%) above the New York Prime Rate as published in the Wall Street Journal (5.5% and 5.0% at June 30, 2019 and 2018, respectively). At June 30, 2019, there was no balance outstanding. At June 30, 2018, there was an outstanding balance of \$200,000.

10. NET ASSETS WITH DONOR RESTRICTIONS:

Time or purpose restricted net assets are summarized as follows at June 30:

	2019	2018
Grants and other	\$ -	\$ 27,520
Western Massachusetts Network to End Homelessness	-	8,783
Healing Racism Institute of Pioneer Valley	168,109	71,722
Stay in School	1,015	37,643
Women's Leadership Council	-	18,464
Financial Success Center	44,432	212,972
Investment held at Community Foundation	100,342	98,043
	<u>313,898</u>	<u>475,147</u>

Net assets held in perpetuity are summarized as follows at June 30:

Beneficial interest in perpetual trusts	1,306,148	1,311,256
Endowments	<u>82,699</u>	<u>82,699</u>
	<u>1,388,847</u>	<u>1,393,955</u>
Total with donor restrictions	<u>\$ 1,702,745</u>	<u>\$ 1,869,102</u>

UNITED WAY OF PIONEER VALLEY, INC.

**NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2019 AND 2018**

10. NET ASSETS WITH DONOR RESTRICTIONS: (CONTINUED)

Time or purpose restricted net assets that were released from donor restrictions by incurring expenses satisfying the purpose or time restrictions are as follows:

	<u>2019</u>
Purpose restrictions accomplished:	
Western Massachusetts Network to End Homelessness	\$ 150,000
Healing Racism Institute of Pioneer Valley	194,346
Stay in School	36,728
Women's Leadership Council	19,514
Grants and other	27,520
Financial Success Center	228,953
Total restrictions released	<u>\$ 657,061</u>

11. OPERATING LEASE AGREEMENT:

The United Way leases office equipment under operating leases which expire through February 2022. The United Way had a lease for office space that expired March 31, 2019. As of year-end, the office space is being leased on a month-to-month basis. Related expenses were \$99,213 and \$86,804 for the years ended June 30, 2019 and 2018, respectively. Minimum future rental payments under non-cancelable operating leases are expected to be approximately as follows at June 30:

2020	\$ 17,700
2021	17,700
2022	16,900
2023	13,100
2024	7,000
	<u>\$ 72,400</u>

12. PENSION PLAN:

The United Way maintains a 401(k) profit sharing plan for eligible employees. To be eligible to participate, an employee must meet specified age and service requirements. The United Way may make matching and profit-sharing contributions at its discretion. Contributions are fully vested to the benefit of eligible employees when incurred. The amounts charged to operations for the plan were \$10,976 and \$30,484, for the years ended June 30, 2019 and 2018, respectively.

UNITED WAY OF PIONEER VALLEY, INC.

**NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2019 AND 2018**

13. RELATED PARTY TRANSACTIONS:

The United Way maintains its insurance policies and pension plan with financial institutions and corporations, officers of which are also members of the Board or Committees of the Board.

The United Way received contributions from certain members of the Board or Committees totaling approximately \$11,800 and \$27,400 for the years ended June 30, 2019 and 2018, respectively.

The United Way made contributions to various agencies whose officers are also members of the Board or Committees of the Board, totaling approximately \$2,400 and \$5,500 for the years ended June 30, 2019 and 2018, respectively.

14. CONCENTRATIONS OF CREDIT RISK:

The United Way maintains its cash balances in financial institutions. These balances are insured by the Federal Deposit Insurance Corporation ("FDIC") up to \$250,000. However, balances in excess of the FDIC insurance limits which are held at savings banks are also insured by the Depositors Insurance Fund. At various times during the period, cash balances may exceed insured amounts. The United Way has not experienced any losses on these accounts. The United Way believes it is not exposed to any significant credit risk on cash and cash equivalents.

Approximately 13% and 20% of United Way's contribution revenues and corporate contributions receivable were from another corporation as of and for the year ended June 30, 2019. No such concentrations existed as of or for the year ended June 30, 2018. The United Way considers the pledges receivable from these donors to be collectible and considers the credit risk to be low.

Of United Way's grant revenues, approximately 90% were from three entities and 72% were from three entities for the years ended June 30, 2019 and 2018, respectively.

15. CONTINGENCIES:

Amounts received from grantor agencies are subject to audit and adjustment by grantor agencies. Any disallowed claims, including amounts already collected, may constitute a liability of the applicable funds requiring repayment to the funding source. As of the date of these financial statements, the United Way has not been informed of any disallowed expenditures.

16. SUBSEQUENT EVENTS

Management has evaluated subsequent events through December 12, 2019, the date of which the financial statements were available to be issued.



MeyersBrothersKalicka , P.C.

CERTIFIED PUBLIC ACCOUNTANTS
AND BUSINESS STRATEGISTS

INDEPENDENT AUDITORS' REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH *GOVERNMENT AUDITING STANDARDS*

To the Board of Directors of
United Way of Pioneer Valley, Inc.

We have audited, in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States, the financial statements of the United Way of Pioneer Valley, Inc. (the "United Way") (a nonprofit organization), which comprise the statement of financial position as of June 30, 2019, and the related statements of activities, functional expenses and cash flows for the year then ended, and the related notes to the financial statements, and have issued our report thereon dated December 12, 2019.

Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered the United Way's internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the United Way's internal control. Accordingly, we do not express an opinion on the effectiveness of the United Way's internal control.

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A *material weakness* is a deficiency, or combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected on a timely basis. A *significant deficiency* is a deficiency, or combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit, we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that may have not been identified.

Compliance and Other Matters

As part of obtaining reasonable assurance about whether the United Way's financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit and, accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of This Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance, and the results of that testing, and not to provide an opinion on the effectiveness of the United Way's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the United Way's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Mayer Brothers Kalicka, P.C.

Holyoke, Massachusetts
December 12, 2019