



United Way
of Snohomish County

Financial Statements

For the Year Ended June 30, 2017



**Management's Report
United Way of Snohomish County
2017 Financial Statements**

The United Way of Snohomish County (UWSC) is responsible for the preparation, integrity, and fair presentation of its published financial statements. UWSC management is responsible for the reliability and objectivity of the financial statements. The statements have been prepared in conformity with accounting principles generally accepted in the United States of America and, as such, include amounts based on informed estimates and judgments of management.

The Board of Directors, operating through its Audit Committee, provides oversight of the financial reporting process and safeguarding of assets against unauthorized acquisition, use, or disposition.

UWSC maintains a system of internal control over financial reporting and over safeguarding of assets which is designed to provide reasonable assurance to management, the Audit Committee, and the Board of Directors regarding the preparation of reliable published financial statements.

I, Allison Warren-Barbour, President and CEO, and I, Zecharias Mesgane, Chief Financial Officer, certify that we have reviewed these financial statements:

1. Based on our knowledge, the statements do not contain any untrue statement of a material fact, nor do they omit a material fact.
2. Based on our knowledge, the financial statements fairly present in all material respects the financial position, results of operations, changes in net assets, and cash flows of the United Way of Snohomish County, in accordance with accounting principles generally accepted in the United States of America.
3. We are responsible for establishing and maintaining a system of internal controls and procedures.
4. We are responsible for disclosing any significant deficiencies and material weaknesses in the internal controls over financial reporting, and any known fraud or allegations of fraud that involves management or other employees. We are not aware of any such conditions existing for the year ended June 30, 2017, other than those disclosed.

As of June 30, 2017, the United Way of Snohomish County believes its system of internal controls over financial reporting was effective for providing reliable financial statements.

Signed: 
Allison Warren-Barbour
President and CEO



Zecharias Mesgane
Finance Director

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Independent Auditor's Report

**To the Board of Directors
United Way of Snohomish County
Everett, Washington**

We have audited the accompanying financial statements of the United Way of Snohomish County (the Organization) which comprise the statement of financial position as of June 30, 2017, 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.

Auditor's 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 auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

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



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Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Organization as of June 30, 2017, and the changes in its net assets and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

Report on Summarized Comparative Information

We have previously audited the Organization's 2016 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated October 11, 2016. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2016, is consistent, in all material respects, with the audited financial statements from which it has been derived.

Report on Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The accompanying supplementary information, consisting of gross campaign results, gross funds awarded and designated, and donor designations on pages 4 and 5, is not a required part of the financial statements and is included for the purpose of additional analysis consistent with industry practice. Such information is the responsibility of management and was 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 to 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 information on the donated hours and related value included in Note 1 has not been subjected to the auditing procedures applied in the audit of the basic financial statements, and accordingly, we do not express an opinion or provide any assurance on it.

Clark Nuber P.S.

Certified Public Accountants
November 9, 2017

UNITED WAY OF SNOHOMISH COUNTY

Statement of Financial Position

June 30, 2017

(With Comparative Totals for 2016)

	2017	2016
Current Assets:		
Cash and cash equivalents	\$ 2,133,606	\$ 1,569,994
Current portion of pledges and grants receivable, net (Note 2)	2,079,477	3,250,087
Prepaid expenses and other current assets	56,936	92,072
Total Current Assets	4,270,019	4,912,153
Investments (Notes 3 and 4)	946,774	457,157
Assets designated by the Board of Directors for long-term purposes (Note 10)	1,573,530	1,862,974
Assets restricted by donors for long-term purposes (Note 1)	411,939	465,330
Cash surrender value of charitable life insurance policy (Note 5)	36,503	30,523
Other long-term assets	27,186	47,141
Property and equipment, net (Note 6)	3,169,841	3,319,172
Total Assets	\$ 10,435,792	\$ 11,094,450
Current Liabilities:		
Accounts payable	\$ 87,031	\$ 81,849
Accrued expenses	120,628	159,152
Community impact grants and other grants payable	72,365	1,655,330
Designations payable	924,346	1,280,175
Current portion of long-term debt (Note 7)	50,385	51,438
Total Current Liabilities	1,254,755	3,227,944
Long-term debt, less current portion (Note 7)	2,184,349	2,234,207
Total Liabilities	3,439,104	5,462,151
Net Assets:		
Unrestricted-		
Undesignated	4,363,087	2,341,076
Designated by the Board of Directors (Note 10)	1,674,642	2,029,990
Total unrestricted net assets	6,037,729	4,371,066
Temporarily restricted (Note 11)	629,061	931,545
Permanently restricted (Note 12)	329,898	329,688
Total Net Assets	6,996,688	5,632,299
Total Liabilities and Net Assets	\$ 10,435,792	\$ 11,094,450

See accompanying notes.

UNITED WAY OF SNOHOMISH COUNTY

**Statement of Activities
For the Year Ended June 30, 2017
(With Comparative Totals for 2016)**

	Unrestricted	Temporarily Restricted	Permanently Restricted	2017 Total	2016 Total
Public Support, Revenues, and Gains and Losses:					
Gross campaign results	\$ 3,492,669	\$ 303,593	\$ -	\$ 3,796,262	\$ 4,518,826
Less donor designations (Note 1)	(1,044,255)			(1,044,255)	(1,392,925)
Less provision for uncollectible pledges	(173,506)			(173,506)	(186,912)
Net campaign revenue	2,274,908	303,593		2,578,501	2,938,989
Designations from other United Ways	260,204			260,204	269,171
Grant and program support income	902,655	520,000		1,422,655	2,388,464
Endowment contributions			210	210	29,344
In-kind contributions	1,338			1,338	
Service fees and other income	313,874			313,874	208,159
Rental income (Note 14)	132,200			132,200	131,850
Investment income (Note 3)	35,688	4,833		40,521	44,490
Realized and unrealized (losses) gains (Note 3)	192,298	32,939		225,237	(47,860)
Net assets released from restriction - other (Note 11)	1,163,849	(1,163,849)			
Total Public Support, Revenues, and Gains and Losses	5,277,014	(302,484)	210	4,974,740	5,962,607
Expenses:					
Program services-					
Gross funds awarded and designated	1,598,659			1,598,659	3,546,659
Less donor designations (Note 1)	(1,044,255)			(1,044,255)	(1,392,925)
SR530 mudslide community support (Note 1)					331,882
Net funds awarded	554,404			554,404	2,485,616
Community impact and investment	1,518,421			1,518,421	1,720,878
Total program services	2,072,825			2,072,825	4,206,494
Supporting services-					
Resource development	579,550			579,550	950,919
Organizational administration	817,834			817,834	885,344
Rental activities	140,142			140,142	132,087
Total supporting services	1,537,526			1,537,526	1,968,350
Total Expenses	3,610,351			3,610,351	6,174,844
Change in Net Assets	1,666,663	(302,484)	210	1,364,389	(212,237)
Net assets, beginning of year	4,371,066	931,545	329,688	5,632,299	5,844,536
Net Assets, End of Year	\$ 6,037,729	\$ 629,061	\$ 329,898	\$ 6,996,688	\$ 5,632,299

See accompanying notes.

UNITED WAY OF SNOHOMISH COUNTY

Statement of Functional Expenses
 For the Year Ended June 30, 2017
 (With Comparative Totals for 2016)

	Program Services				
	Financial Stability	Education	Volunteer Center	Impact, Investment and Community Engagement	Learning and Analytics
Gross funds awarded and designated	\$ 110,668	\$ 16,255	\$ 5,298	\$ 422,183	\$ -
Less donor designations					
Net funds awarded	110,668	16,255	5,298	422,183	
Salaries, benefits and related taxes	140,159	19,274	60,707	493,526	124,378
Professional fees	119,875	15,192	7,576	154,343	8,988
Printing and publications	12,568	2,351	2,160	7,297	42
Occupancy	1,698		20	30,177	8,256
Campaign executives			43		
Events	5,422		200	114,946	
Membership dues	4,676		541	40,016	6,378
Local travel and meetings	6,692	284	2,056	8,848	205
Staff/volunteer development	3,578	805	171	12,453	11
Rental and maintenance	1,906	404	183	5,634	761
Supplies	1,422		214	3,574	573
Postage and shipping	731	32	243	1,389	
Insurance	1,251		349	8,413	920
Telephone	3,021	86	39	6,286	1,066
In-kind expenses				1,338	
Depreciation	1,570		81	31,944	9,672
Miscellaneous	619		1	16,121	2,666
Total Expenses	\$ 415,856	\$ 54,683	\$ 79,882	\$ 1,358,488	\$ 163,916

See accompanying notes.

Supporting Services							
Designations to Other Agencies	Total	Resource Development	Organizational Administration	Rental Activities	Total	2017 Total Expenses	2016 Total Expenses
\$ 1,044,255	\$ 1,598,659	\$ -	\$ -	\$ -	\$ -	\$ 1,598,659	\$ 3,878,541
<u>(1,044,255)</u>	<u>(1,044,255)</u>					<u>(1,044,255)</u>	<u>(1,392,925)</u>
	554,404					554,404	2,485,616
	838,044	371,433	635,249		1,006,682	1,844,726	2,341,635
	305,974	55,956	71,961	19,311	147,228	453,202	441,181
	24,418	14,054	6,579		20,633	45,051	65,393
	40,151	20,628	18,504	53,577	92,709	132,860	136,047
	43	15,437			15,437	15,480	112,144
	120,568	23,547			23,547	144,115	138,984
	51,611	19,557	25,343		44,900	96,511	102,879
	18,085	4,519	3,775		8,294	26,379	31,608
	17,018	2,386	3,674		6,060	23,078	35,827
	8,888	6,026	6,769	1,613	14,408	23,296	23,217
	5,783	3,223	2,918		6,141	11,924	26,559
	2,395	2,659	1,550	1	4,210	6,605	11,312
	10,933	9,395	6,089		15,484	26,417	24,435
	10,498	2,922	4,869	13	7,804	18,302	19,820
	1,338					1,338	
	43,267	22,179	21,655	64,954	108,788	152,055	152,945
	19,407	5,629	8,899	673	15,201	34,608	25,242
<u>\$ -</u>	<u>\$ 2,072,825</u>	<u>\$ 579,550</u>	<u>\$ 817,834</u>	<u>\$ 140,142</u>	<u>\$ 1,537,526</u>	<u>\$ 3,610,351</u>	<u>\$ 6,174,844</u>

UNITED WAY OF SNOHOMISH COUNTY

Statement of Cash Flows
For the Year Ended June 30, 2017
(With Comparative Totals for 2016)

	<u>2017</u>	<u>2016</u>
Cash Flows From Operating Activities:		
Change in net assets	\$ 1,364,389	\$ (212,237)
Adjustments to reconcile change in net assets to net cash provided (used) by operating activities-		
Depreciation	152,055	152,945
Realized and unrealized (gains) losses on investments	(225,237)	47,860
Change in cash surrender value of charitable life insurance policy	(5,980)	(8,140)
Contributions restricted for endowment	(210)	(29,344)
Changes in assets and liabilities:		
Pledges and grants receivable	1,170,610	343,476
Prepaid expenses and other current assets	35,136	(14,752)
Other long-term assets	19,955	5,128
Accounts payable and accrued expenses	(33,342)	66,830
Designations payable	(355,829)	(110,556)
Community impact grants and other grants payable	(1,582,965)	(1,089,206)
Net Cash Provided (Used) by Operating Activities	538,582	(847,996)
Cash Flows From Investing Activities:		
Purchases of property and equipment	(2,724)	(74,539)
Purchase of investments	(1,251,381)	(1,069,639)
Proceeds from sale of investments	987,001	1,319,928
Net change in assets whose use is limited or restricted-		
By donors for long-term purposes	53,391	(18,262)
By the Board of Directors for long-term purposes	289,444	(108,092)
Net Cash Provided by Investing Activities	75,731	49,396
Cash Flows From Financing Activities:		
Principal payments on long-term debt	(50,911)	(49,309)
Proceeds from contributions restricted for long-term purposes	210	29,344
Net Cash Used by Financing Activities	(50,701)	(19,965)
Net Change in Cash and Cash Equivalents	563,612	(818,565)
Cash and cash equivalents balance, beginning of year	1,569,994	2,388,559
Cash and Cash Equivalents Balance, End of Year	\$ 2,133,606	\$ 1,569,994
Supplementary Disclosure of Cash Flow Information:		
Cash paid for interest	\$ 82,462	\$ 84,064

See accompanying notes.

UNITED WAY OF SNOHOMISH COUNTY

Notes to Financial Statements For the Year Ended June 30, 2017

Note 1 - Nature of Operations and Significant Accounting Policies

Organization - United Way of Snohomish County (the Organization) is a local not-for-profit organization with the mission of transforming lives by bringing people, resources and strategy together to solve our community's toughest challenges. Working together, the Board of Directors (the Board), other volunteers and staff employ multiple strategies to achieve the Organization's mission. The Board oversees all aspects of the Organization, including approval of funding decisions. Resources are directed to programs, initiatives, and services that demonstrate positive outcomes and are aligned with the Organization's impact areas. The Organization is primarily funded through workplace and individual giving campaigns and grants and support from local businesses, foundations and other government and private funders. The Organization focuses on:

Financial Stability Initiative - The Financial Stability Initiative seeks to move families in Snohomish County to greater economic independence. Key strategies include collaborating to support a county-wide asset building coalition, free tax preparation, public benefit outreach, and financial education and coaching.

Education Initiative - The Education Initiative works with early learning providers and school districts to align the early learning system and create seamless transitions for low-income children and their families, thus improving their ability to be successful in school and life. Key strategies include collaborating to support the developing Pre-K Advisory Committee, comprised of county-wide early learning system providers, Dinner and Dialogues and data and resource asset mapping.

Volunteer Center - The Organization's Volunteer Center (the Center) is a key resource for volunteer involvement in the community. The Center maintains an online database that matches interested volunteers with projects in their community and organizes the annual Days of Caring volunteer event. Youth United connects youth (ages 14-19) with local volunteer opportunities.

2-1-1 - United Way and Volunteers of America Western Washington partner in support of the local 2-1-1 call center. 2-1-1 is the three-digit telephone number assigned by the Federal Coordinating Committee for access to information about health and human services. The Organization led the way in bringing 2-1-1 to the State of Washington. The 2-1-1 information and referral line is a critical part of the health and human service system.

SR530 Mudslide Community Support - During fiscal year 2014, the Organization served a key role in the community in raising and distributing funds to serve the families and communities impacted by the SR530 mudslide. During the year ended June 30, 2016, the Organization received total contributions of \$0 with none being received in 2017. During the years ended June 30, 2017 and 2016, the Organization disbursed a total of \$0 and \$331,882, respectively, to local community groups, as well as, to a corporation to help assist their employees impacted by the mudslide. All remaining funds were spent on the long-term needs of the people and communities affected by this event. These funds were included in temporarily restricted net assets at June 30, 2015 and were fully expended during the year ended June 30, 2016.

Learning and Analytics – The primary responsibility of the Learning and Analytics department was to facilitate and lead research and analytical projects that support the organization's goals and objectives. The Learning and Analytics department's mission was to leverage data, research, and analysis to inform strategic decision making, knowledge integration, and continuous improvement.

UNITED WAY OF SNOHOMISH COUNTY

Notes to Financial Statements For the Year Ended June 30, 2017

Note 1 - Continued

United Way of Snohomish County continued their efforts to implement the CORE Collaborative model during the year ended June 30, 2017. As of June 30, 2016, the Organization had recognized accrued community impact payable and related grant award expense totaling \$1,655,330 which represented 9 months of grant expense expected to be paid during fiscal year 2017. Grant commitments under the CORE Collaborative model had not yet been made as of June 30, 2017 and, instead, will be recognized during fiscal year 2018 when awarded resulting in a reduced grants payable and grant award expense as of and for the year ended June 30, 2017.

Board of Directors - The Organization is governed by an elected board of volunteers, which at any time must be comprised of no less than fifteen members.

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

Unrestricted Net Assets - Net assets that are not subject to donor-imposed stipulations.

Temporarily Restricted Net Assets - Net assets subject to donor-imposed stipulations that will be met either by actions of the Organization or the passage of time.

Permanently Restricted Net Assets - Net assets subject to donor-imposed stipulations that they be maintained permanently by the Organization.

Revenues are reported as increases in unrestricted net assets unless use of the related asset is limited by donor-imposed restrictions. Expenses are reported as decreases in unrestricted net assets. Gains and losses on investments and other assets or liabilities are reported as increases or decreases in unrestricted net assets unless their use is restricted by explicit donor stipulation or by law. Expirations of temporary restrictions on net assets (i.e., the donor stipulated purpose has been fulfilled or the stipulated time period has lapsed) are reported as reclassifications between the applicable classes of net assets. Contributions with externally imposed restrictions that are met in the same year as received are reported as revenues of the unrestricted net asset class.

Cash and Cash Equivalents - The Organization considers all highly liquid investments purchased with an original maturity of three months or less to be cash equivalents, except those held in the investment portfolio.

Allowance for Uncollectible Pledges - Provision for uncollectible pledges is primarily based upon a three-year historical write-off average, applied to gross campaign revenues, including donor designations. The allowance estimate is also affected by management's evaluation of the quality, character, current trends and inherent risks associated with the receivables. As of June 30, 2017 and 2016, the allowance for uncollectible pledges was \$148,350 and \$173,226, respectively.

Investments - Investments are carried at fair value in the financial statements. Realized and unrealized gains and losses are reflected in the statement of activities.

Property and Equipment - The Organization capitalizes assets with a cost greater than \$1,500 and an estimated useful life of three or more years. Purchased property and equipment is carried at cost. Donated property and equipment is recorded at market value when received. Provision for depreciation of all items of property and equipment is computed using the straight-line method over the estimated useful lives of the assets: 5 to 10 years for furniture, fixtures and equipment, 3 to 7 years for software and computer equipment and 30 years for buildings.

UNITED WAY OF SNOHOMISH COUNTY

Notes to Financial Statements For the Year Ended June 30, 2017

Note 1 - Continued

Assets Restricted by Donors for Long-Term Purposes - As of June 30, 2017, assets restricted by donors for long-term purposes represented donor contributions temporarily restricted for the individual development accounts, as well as, permanently restricted endowment contributions and are comprised of \$21,510 of cash and cash equivalents and the remaining amounts represent investments restricted by donors for long-term purposes as further described in Note 3.

Designations Payable and Donor Designations - Funds are distributed to not-for-profit agencies in accordance with donor instructions. To be eligible to receive these funds, a not-for-profit organization must have been granted exemption under sections 501(c)(3) and 509(a) of the Internal Revenue Code and must comply with U.S. Patriot Act requirements and not be on the Internal Revenue Service's Revocation List.

Workplace Campaigns - The Organization is substantially involved in workplace campaigns. As part of the campaigns, certain pledges, payments and related disbursements are collected and remitted to unrelated organizations, at the request of donors, or unrelated third parties. Pledges, payments and related disbursements that are designated by the donor for unrelated third parties are included in gross campaign results, gross funds awarded and designated, and donor designations in the statement of activities. These totals are presented as supplementary information for the purpose of additional analysis consistent with industry practice.

Contributions - Contributions, which include unconditional promises to give (pledges), are recognized as revenue in the period received. Contributions with donor-imposed restrictions that are met in the same year as received are reported as unrestricted revenues.

Grant and Program Support Income - The grant and program support includes grants to specific initiatives and programs within the Organization.

Cost Deductions - The Organization has committed to and was in compliance with the Cost Deduction Requirements for Membership Requirement M, as established by United Way Worldwide. The standard establishes uniform rules for deducting resource development and organizational administration expenses from donor pledges.

In-Kind Contributions - Donated assets and services are reflected as contributions in the accompanying statements at their estimated values at the date of receipt. Contributions of services are recognized if the services received create or enhance a nonfinancial asset or the services require specialized skills that are provided by individuals possessing those skills.

During the year ended June 30, 2017, a substantial number of volunteers (2,450) donated 11,591 hours to the Organization's program services and fund-raising campaigns representing a total contributed value of \$279,807. However, only donated services that meet the criteria for recognition under current accounting standards are reflected in the accompanying financial statements and at the market values at the time of donation. The donated service information above is for informational purposes and is unaudited.

Federal Income Tax - The Internal Revenue Service has determined that the Organization is exempt from federal income tax under Internal Revenue Code Section 501(c)(3) and is not considered to be a private foundation; accordingly, no provision has been made for federal income tax in the accompanying financial statements.

UNITED WAY OF SNOHOMISH COUNTY

Notes to Financial Statements For the Year Ended June 30, 2017

Note 1 - Continued

Financial Instruments and Credit Risk Concentration - Financial instruments which potentially subject the Organization to concentrations of credit risk consist of cash and cash equivalents and investments. The Organization maintains these funds in accounts that, at times, may exceed federally insured limits.

Combined Federal Campaign - By agreement with the Local Federal Coordinating Committee (LFCC), the Organization acts as a Principal Combined Fund Organization (PCFO) in managing the Combined Federal Campaign (CFC) for the North Puget Sound Region of the State of Washington. Established by the federal government in 1961, the CFC is the only authorized charitable fundraising campaign for federal employees, both civilian and military. The LFCC, comprised of local federal employees and authorized by CFC regulations, organizes the CFC and appoints a PCFO to manage the campaign.

For the 2015 campaign, which ended March 31, 2017, total campaign receipts were \$198,772 with total campaign disbursements and administrative expenses being \$119,245 and \$79,527, respectively.

For the 2014 campaign, which ended March 31, 2016, total campaign receipts were \$294,703 with total campaign disbursements and administrative expenses being \$227,381 and \$64,943, respectively.

During the year ended June 30, 2017, the Organization is no longer acting as the PCFO in managing the CFC for the North Puget Sound Region of the State of Washington.

Concentrations - The Organization raised gross campaign contributions from two companies representing 38% and 51% of campaign results and program support income for the year ended June 30, 2017 and 2016, respectively. As of June 30, 2017 and 2016, 15% and 28%, respectively, of total pledges and grants receivable were due from the same companies.

Functional Expense Allocation - Directly identifiable expenses are charged to program and support services. Expenses related to more than one function are charged to programs and support services based on the activity in each respective function and benefits derived. Organizational administration expenses include those expenses which are not directly identifiable with any other specific function but provide for the overall support and direction of the Organization.

Use of Estimates - The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America (U.S. GAAP) requires management to make estimates and assumptions. These affect the reported amounts of assets, liabilities, revenues, and expenses, as well as the disclosure of contingent assets and liabilities. Actual results could differ from these estimates.

Summarized Information for 2016 - 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 U.S. GAAP. Accordingly, such information should be read in conjunction with the Organization's financial statements for the year ended June 30, 2016, from which the summarized information was derived.

Subsequent Events - The Organization has evaluated subsequent events through November 9, 2017, the date on which the financial statements were available to be issued.

UNITED WAY OF SNOHOMISH COUNTY

Notes to Financial Statements
For the Year Ended June 30, 2017

Note 2 - Pledges and Grants Receivable

Pledges and grants receivable were reported as follows in the statement of financial position as of June 30:

	<u>2017</u>	<u>2016</u>
Pledges and grants receivable, current portion	\$ 2,079,477	\$ 3,250,087
Assets restricted by donors for long-term purposes		<u>5,000</u>
Total Pledges and Grants Receivable, Net	<u>\$ 2,079,477</u>	<u>\$ 3,255,087</u>

Pledges and grants receivable as of June 30, 2017, are due as follows:

Amounts due in-		
Less than one year	\$ 2,227,827	
Less allowance for uncollectible pledges	<u>(148,350)</u>	
Current Portion of Pledges and Grants Receivable	<u>\$ 2,079,477</u>	

Note 3 - Investments

Investments are presented in the statement of financial position as follows at June 30:

	<u>2017</u>	<u>2016</u>
Board designated (Note 10)-		
Operating reserve fund	\$ 689,833	\$ 1,048,553
Quasi-endowment	<u>883,697</u>	<u>814,421</u>
Total investment designated by the Board for long-term purposes	1,573,530	1,862,974
Assets restricted by donors for long-term purposes	390,429	356,452
Investments, undesignated and unrestricted	<u>946,774</u>	<u>457,157</u>
Total Investments	<u>\$ 2,910,733</u>	<u>\$ 2,676,583</u>

UNITED WAY OF SNOHOMISH COUNTY

Notes to Financial Statements
For the Year Ended June 30, 2017

Note 3 - Continued

Investment income was as follows for the years ended June 30:

	<u>2017</u>	<u>2016</u>
Dividends and interest	\$ 64,890	\$ 67,498
Less investment fees	<u>(24,369)</u>	<u>(23,008)</u>
	40,521	44,490
Realized and unrealized gains	<u>225,237</u>	<u>(47,860)</u>
Total Investment Return	<u>\$ 265,758</u>	<u>\$ (3,370)</u>

Note 4 - Fair Value Measurements

U.S. GAAP defines fair value, establishes a framework for measuring fair value, and requires certain disclosures about fair value measurements. To increase consistency and comparability in fair value measurements, U.S. GAAP defines a fair value hierarchy that prioritizes the inputs to valuation approaches into three broad levels. The hierarchy gives the highest priority to quoted prices in active markets (Level 1) and the lowest priority to unobservable inputs (Level 3).

Valuation Techniques - Financial assets and liabilities valued using Level 1 inputs are based on unadjusted quoted market prices for identical assets and liabilities within active markets. Financial assets and liabilities valued using Level 2 inputs are based primarily on quoted prices for similar assets or liabilities in active or inactive markets. Financial assets and liabilities using Level 3 inputs were primarily valued using management's assumptions about the assumptions market participants would utilize in pricing the asset or liability. Valuation techniques utilized to determine fair value are consistently applied.

Following is a description of the valuation methodologies used for assets measured at fair value. There have been no changes in the methodologies used at June 30, 2017 and 2016.

Money Market Funds - Funds are valued at cost plus accrued interest, which approximates fair value.

Equity Investments - Valued at quoted market prices of identical assets in active markets.

Fixed Income - Valued at the closing price reported on the active market on which similar instruments are sold.

UNITED WAY OF SNOHOMISH COUNTY

Notes to Financial Statements
For the Year Ended June 30, 2017

Note 4 - Continued

Assets recorded at fair value on a recurring basis at June 30 were as follows:

	Fair Value Measurements as of June 30, 2017			
	Level 1	Level 2	Level 3	Total
Money market funds	\$ 55,377	\$ -	\$ -	\$ 55,377
Equity investments-				
Large cap	943,222			943,222
Small and mid cap	536,701			536,701
International	250,103			250,103
Fixed income		1,125,330		1,125,330
	<u>\$ 1,785,403</u>	<u>\$ 1,125,330</u>	<u>\$ -</u>	<u>\$ 2,910,733</u>

	Fair Value Measurements as of June 30, 2016			
	Level 1	Level 2	Level 3	Total
Money market funds	\$ 17,582	\$ -	\$ -	\$ 17,582
Equity investments-				
Large cap	885,031			885,031
Small and mid cap	517,375			517,375
International	211,866			211,866
Fixed income		1,044,729		1,044,729
	<u>\$ 1,631,854</u>	<u>\$ 1,044,729</u>	<u>\$ -</u>	<u>\$ 2,676,583</u>

UNITED WAY OF SNOHOMISH COUNTY

**Notes to Financial Statements
For the Year Ended June 30, 2017**

Note 5 - Cash Surrender Value of Charitable Life Insurance Policy

The Organization is the owner and beneficiary of two donated life insurance policies on the lives of supporters of the Organization. Each insured individual donated the cost of the premiums of the policy. The Organization paid the premiums to the insurance company. In the year received, the donations have been included in the accompanying statement of activities as contribution revenue and the premiums were included as resource development expenses. The cash surrender value of the policies have been recorded in the statement of financial position and was \$36,503 and \$30,523 at June 30, 2017 and 2016, respectively.

Note 6 - Property and Equipment

A summary of property and equipment is as follows at June 30:

	<u>2017</u>	<u>2016</u>
Land	\$ 420,000	\$ 420,000
Building	3,646,461	3,643,736
Leasehold improvements	102,608	102,608
Software and computer equipment	257,331	257,331
Furniture, fixtures and equipment	<u>125,968</u>	<u>125,968</u>
	4,552,368	4,549,643
Less accumulated depreciation	<u>(1,382,527)</u>	<u>(1,230,471)</u>
Total Property and Equipment, Net	<u>\$ 3,169,841</u>	<u>\$ 3,319,172</u>

Note 7 - Long-Term Debt

Long-term debt consisted of the following at June 30:

	<u>2017</u>	<u>2016</u>
Mortgage payable to a banking institution, due April 1, 2023, payable \$11,114 per month, including principal and fixed interest of 3.625%. A balloon payment of \$1,905,913 is due upon maturity. This note is secured by real property located in Snohomish County and assignment of all rents from the real property located in Snohomish County.	<u>\$ 2,234,734</u>	<u>\$ 2,285,645</u>
	2,234,734	2,285,645
Less current portion	<u>(50,385)</u>	<u>(51,438)</u>
Total Long-Term Debt	<u>\$ 2,184,349</u>	<u>\$ 2,234,207</u>

UNITED WAY OF SNOHOMISH COUNTY

**Notes to Financial Statements
For the Year Ended June 30, 2017**

Note 7 - Continued

Future principal maturities of long-term debt are as follows:

For the Year Ending June 30,

2018	\$	50,385
2019		52,242
2020		54,167
2021		46,866
2022		58,298
Thereafter		<u>1,972,776</u>
	\$	<u><u>2,234,734</u></u>

Note 8 - Self Insurance

The Organization is a member of a trust that facilitates the utilization by member agencies of the Reimbursement Financing Method of meeting obligations under the State of Washington unemployment insurance statutes. As of June 30, 2017 and 2016, the Organization had deposits with the trust of \$1,080 and \$46, respectively, which are included in prepaid expenses and other current assets in the statement of financial position. The Organization cannot reasonably estimate a liability for any unpaid unemployment claims as of year end; accordingly, a liability has not been accrued as of June 30, 2017 and 2016.

Note 9 - Retirement Plan

The Organization sponsors a 403(b) thrift plan that covers substantially all of its employees after one year of service and after they have attained age 21. Contributions were three percent of each covered employee's salary for the years ended June 30, 2017 and 2016. The Organization will also provide as a percentage match of a participant's salary up to a maximum of an additional three percent for fiscal years 2017 and 2016. Total retirement plan expense for the years ended June 30, 2017 and 2016, under the plan was \$68,953 and \$119,687, respectively.

Note 10 - Designated by the Board of Directors

The Board of Directors of the Organization designated net assets for the following purposes at June 30:

	<u>2017</u>	<u>2016</u>
Operating reserve fund	\$ 689,833	\$ 1,048,553
Quasi-endowment (Note 13)	883,697	814,421
Philanthropy donor advised fund	<u>101,112</u>	<u>167,016</u>
	<u><u>\$ 1,674,642</u></u>	<u><u>\$ 2,029,990</u></u>

UNITED WAY OF SNOHOMISH COUNTY

**Notes to Financial Statements
For the Year Ended June 30, 2017**

Note 10 - Continued

Assets designated by the Board for long-term purposes consisted of investments, as further described in Note 3, as of June 30, 2017 and 2016.

Note 11 - Temporarily Restricted Net Assets

Temporarily restricted net assets are available for the following purposes at June 30:

	<u>2017</u>	<u>2016</u>
Program services	\$ 279,916	\$ 331,993
Time restriction	267,099	463,910
Endowment earnings (Note 13)	60,536	31,765
Individual development accounts	<u>21,510</u>	<u>103,877</u>
	<u>\$ 629,061</u>	<u>\$ 931,545</u>

Net assets were released from donor restrictions by incurring expenses satisfying the restricted purposes or by occurrence of other events specified by donors as follows for the years ended June 30:

	<u>2017</u>	<u>2016</u>
Program services	\$ 612,057	\$ 169,285
SR530 mudslide community support		331,882
Time restriction	469,060	776,728
Individual development accounts	<u>82,732</u>	<u>31,888</u>
	<u>\$ 1,163,849</u>	<u>\$ 1,309,783</u>

Note 12 - Permanently Restricted Net Assets

As of June 30, 2017 and 2016, net assets of \$329,898 and \$329,688, respectively, were permanently restricted as an endowment with the income from the endowment to be used to support the Organization's general operations and ongoing community impact funding.

Note 13 - Endowments

The Organization's endowments consist of three funds; a board designated quasi-endowment and the Organization's permanently restricted Impact and Sustaining Funds. As required by U.S. GAAP, net assets associated with endowment funds, including quasi-endowments, are classified and reported based on the existence or absence of donor-imposed restrictions.

UNITED WAY OF SNOHOMISH COUNTY

**Notes to Financial Statements
For the Year Ended June 30, 2017**

Note 13 - Continued

Interpretation of Relevant Law - The Board of Directors of the Organization has interpreted the Washington State Prudent Management of Institutional Funds Act (PMIFA) as making it advisable for the Organization to track 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 Organization classifies as permanently restricted net assets (a) the original value of gifts donated to the permanent endowment, (b) the original value of subsequent gifts to the permanent endowment, and (c) accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund. The remaining portion of the donor-restricted endowment fund that is not classified in permanently restricted net assets is classified as temporarily restricted net assets until those amounts are appropriated for expenditure by the Organization in a manner consistent with the standard of prudence prescribed by PMIFA.

In accordance with PMIFA, the Organization considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

- The duration and preservation of the fund;
- The purposes of the Organization and the donor-restricted endowment fund;
- General economic conditions;
- The possible effect of inflation and deflation;
- The expected total return from income and the appreciation of investments;
- Other resources of the Organization; and
- The investment policies of the Organization.

As of June 30, endowment net assets consisted of the following:

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
Donor-restricted endowment funds	\$ -	\$ 60,536	\$ 329,898	\$ 390,434
Board designated quasi-endowment funds	<u>883,697</u>			<u>883,697</u>
Endowment Net Assets, June 30, 2017	<u>\$ 883,697</u>	<u>\$ 60,536</u>	<u>\$ 329,898</u>	<u>\$ 1,274,131</u>
Endowment Net Assets, June 30, 2016	<u>\$ 814,421</u>	<u>\$ 31,765</u>	<u>\$ 329,688</u>	<u>\$ 1,175,874</u>

UNITED WAY OF SNOHOMISH COUNTY

**Notes to Financial Statements
For the Year Ended June 30, 2017**

Note 13 - Continued

Changes to endowment net assets for the years ended June 30 are as follows:

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>2017 Total</u>	<u>2016 Total</u>
Endowment Net Assets, June 30, 2016	\$ 814,421	\$ 31,765	\$ 329,688	\$ 1,175,874	\$ 1,193,312
Endowment investment return-					
Interest and dividends	11,437	4,739		16,176	18,682
Realized and unrealized gains	<u>79,504</u>	<u>32,939</u>		<u>112,443</u>	<u>(29,555)</u>
Total endowment investment return	90,941	37,678		128,619	(10,873)
Contributions			210	210	29,344
Appropriation of endowment for expenditure	<u>(21,665)</u>	<u>(8,907)</u>		<u>(30,572)</u>	<u>(35,909)</u>
Endowment Net Assets, June 30, 2017	<u>\$ 883,697</u>	<u>\$ 60,536</u>	<u>\$ 329,898</u>	<u>\$ 1,274,131</u>	<u>\$ 1,175,874</u>

Funds With Deficiencies - From time to time, the fair value of assets associated with individual donor restricted endowment funds may fall below the level that the donor or PMIFA requires the Organization to retain as a fund of perpetual duration. There were no such deficiencies as of June 30, 2017 and 2016.

Return Objectives and Risk Parameters - The Organization has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to programs supported by its endowments while seeking to maintain the purchasing power of the endowment assets. Endowment assets include those assets of donor restricted funds that the Organization must hold in perpetuity or for donor-specified periods as well as board designated funds. Under this policy, as approved by the Board of Directors, the endowment assets are invested in a manner that is intended to produce results that exceed the price and yield results of the S&P 500 index while assuming a moderate level of investment risk. The Organization expects its endowment funds, over time, to provide an average real rate of return of approximately 6% - 9% annually. Actual returns in any given year may vary from this amount.

Strategies Employed for Achieving Objectives - To satisfy its long-term rate-of-return objectives, the Organization relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). The Organization targets a diversified asset allocation that places a greater emphasis on equity-based investments to achieve its long-term return objectives within prudent risk constraints.

UNITED WAY OF SNOHOMISH COUNTY

**Notes to Financial Statements
For the Year Ended June 30, 2017**

Note 13 - Continued

Spending Policy and How the Investment Objectives Relate to Spending Policy - The Organization has a policy of appropriating for distribution each year a maximum of 4% of the endowment fund balance. The fund balance is defined as the average of the prior three year-end fair value balances of the fund. In establishing this policy, the Organization considered the long-term expected return on its endowment. Accordingly, over the long term, the Organization expects the current spending policy to allow its endowment to grow at an average of 2% to 5% annually after its planned payouts. This is consistent with the Organization's objective to maintain the purchasing power of the endowment assets held in perpetuity or for a specified term as well as to provide additional real growth through new gifts and investment return.

Note 14 - Operating Lease

The Organization leases a portion of its building to a local not-for profit entity. The lease requires monthly payments under a noncancelable lease agreement through April 2018. Rental income recognized for the years ended June 30, 2017 and 2016 was \$132,200 and \$131,850, respectively, and is reported as rental income in the statement of activities. Future minimum lease payments to be received consist of \$118,239 in fiscal year 2018.