

UNITED WAY OF UNION COUNTY, OHIO, INC.
FINANCIAL STATEMENTS
DECEMBER 31, 2010 AND 2009

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INDEPENDENT AUDITORS' REPORT

The Board of Trustees
United Way of Union County, Ohio, Inc.
Marysville, Ohio

We have audited the accompanying statements of financial position of United Way of Union County, Ohio, Inc. (a non-profit Organization) as of December 31, 2010 and 2009, and the related statements of activities and changes in net assets, functional expenses, and cash flows for the years then ended. These financial statements are the responsibility of the Organization's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of United Way of Union County, Ohio, Inc. as of December 31, 2010 and 2009, and the changes in its net assets, functional expenses and cash flows for the years then ended, in conformity with accounting principles generally accepted in the United States of America.

Holbrook & Manter

Certified Public Accountants

August 16, 2011

UNITED WAY OF UNION COUNTY, OHIO, INC.
STATEMENTS OF FINANCIAL POSITION
AS OF DECEMBER 31, 2010 AND 2009

| | <u>2010</u> | <u>2009</u> |
|--|--------------------------|--------------------------|
| <u>ASSETS</u> | | |
| CURRENT ASSETS:- | | |
| Cash and cash equivalents | \$ 235,114 | \$ 191,668 |
| Pledges receivable, less allowance for uncollectible pledges of \$76,000 and \$79,500, respectively | 573,007 | 630,760 |
| Prepaid expenses | <u>3,056</u> | <u>3,056</u> |
| Total current assets | 811,178 | 825,484 |
| PROPERTY AND EQUIPMENT:- | | |
| Property and equipment | 11,549 | 11,549 |
| Less accumulated depreciation | <u>(11,549)</u> | <u>(11,549)</u> |
| Net property and equipment | 0 | 0 |
| OTHER ASSETS:- | | |
| Fiscal agent deposit | 9,243 | 13,012 |
| Lasting Legacy Foundation | <u>29,485</u> | <u>21,714</u> |
| Total other assets | <u>38,727</u> | <u>34,726</u> |
| Total assets | \$ <u>849,905</u> | \$ <u>860,210</u> |
| <u>LIABILITIES AND NET ASSETS</u> | | |
| CURRENT LIABILITIES:- | | |
| Allocations payable - agencies | \$ 133,953 | \$ 145,705 |
| Out of county donations payable | 11,616 | 12,872 |
| Accrued payroll liabilities | 2,726 | 4,252 |
| Fiscal agent deposit | <u>9,243</u> | <u>13,012</u> |
| Total current liabilities | 157,538 | 175,841 |
| NET ASSETS:- | | |
| Unrestricted net assets | 133,028 | 80,312 |
| Temporarily restricted net assets | <u>559,340</u> | <u>604,057</u> |
| Total net assets | <u>692,368</u> | <u>684,369</u> |
| Total liabilities and net assets | \$ <u>849,905</u> | \$ <u>860,210</u> |

See Accompanying Notes to Financial Statements

UNITED WAY OF UNION COUNTY, OHIO, INC.
STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS
FOR THE YEARS ENDED DECEMBER 2010 AND 2009

| | 2010 | | | 2009 | | |
|--|-------------------|---------------------------|-------------------|------------------|---------------------------|-------------------|
| | Unrestricted | Temporarily Restricted | Total | Unrestricted | Temporarily Restricted | Total |
| PUBLIC SUPPORT:- | | | | | | |
| Net prior year campaign revenue | \$ 109,026 | \$ 0 | \$ 109,026 | \$ 114,790 | \$ 0 | \$ 114,790 |
| Less donor designations | (11,895) | 0 | (11,895) | (35,332) | 0 | (35,332) |
| Net prior year campaign revenue | 97,131 | 0 | 97,131 | 79,458 | 0 | 79,458 |
| Gross current year campaign revenue | 0 | 687,911 | 687,911 | 0 | 743,049 | 743,049 |
| Less donor designations | 0 | (95,553) | (95,553) | 0 | (110,765) | (110,765) |
| Less provision for uncollectible pledges | 0 | (33,018) | (33,018) | 0 | (32,238) | (32,238) |
| Net current year campaign revenue | 0 | 559,340 | 559,340 | 0 | 600,046 | 600,046 |
| OTHER REVENUE:- | | | | | | |
| Interest income | 1,150 | 0 | 1,150 | 1,702 | 0 | 1,702 |
| Contributions | 8,791 | 0 | 8,791 | 419 | 4,011 | 4,430 |
| Miscellaneous income | 0 | 0 | 0 | 4,375 | 0 | 4,375 |
| Community assessment | 5,000 | 0 | 5,000 | 0 | 0 | 0 |
| Unrealized gain on investments | 2,484 | 0 | 2,484 | 3,568 | 0 | 3,568 |
| Net assets released from restriction | 604,057 | (604,057) | 0 | 494,841 | (494,841) | 0 |
| Total other revenue | 621,482 | (604,057) | 17,425 | 504,905 | (490,830) | 14,075 |
| Total public support and other revenue | 718,613 | (44,717) | 673,896 | 584,363 | 109,216 | 693,579 |
| EXPENSES:- | | | | | | |
| Program Expenses:- | | | | | | |
| Agency allocation grants | 527,562 | 0 | 527,562 | 527,548 | 0 | 527,548 |
| Less allocations funded through donor designations | (107,448) | 0 | (107,448) | (146,097) | 0 | (146,097) |
| Other grants and gifts | 34,311 | 0 | 34,311 | 7,467 | 0 | 7,467 |
| Total program expenses | 454,425 | 0 | 454,425 | 388,918 | 0 | 388,918 |
| Functional Expenses:- | | | | | | |
| Fundraising | 71,748 | 0 | 71,748 | 68,132 | 0 | 68,132 |
| Program services | 51,683 | 0 | 51,683 | 45,836 | 0 | 45,836 |
| Management and general | 81,813 | 0 | 81,813 | 77,467 | 0 | 77,467 |
| Total functional expenses | 205,244 | 0 | 205,244 | 191,435 | 0 | 191,435 |
| United Way of America dues | 6,228 | 0 | 6,228 | 6,170 | 0 | 6,170 |
| Total expenses | 665,897 | 0 | 665,897 | 586,523 | 0 | 586,523 |
| Change in net assets | 52,716 | (44,717) | 7,999 | (2,160) | 109,216 | 107,056 |
| Net assets at beginning of year | 80,312 | 604,057 | 684,369 | 82,472 | 494,841 | 577,313 |
| Net assets at end of year | \$ 133,028 | \$ 559,340 | \$ 692,368 | \$ 80,312 | \$ 604,057 | \$ 684,369 |

See Accompanying Notes to Financial Statements

UNITED WAY OF UNION COUNTY, OHIO, INC.
STATEMENTS OF FUNCTIONAL EXPENSES
FOR THE YEARS ENDED DECEMBER 2010 AND 2009

| | 2010 | | | | 2009 | | | |
|--|------------------|---------------------|------------------------------|-------------------|------------------|---------------------|------------------------------|-------------------|
| | Fund- Raising | Program Services | Management and General | Total | Fund- Raising | Program Services | Management and General | Total |
| Salaries | \$ 32,077 | \$ 32,077 | \$ 36,087 | \$ 100,241 | \$ 31,853 | \$ 31,853 | \$ 35,835 | \$ 99,540 |
| Payroll taxes | 2,662 | 2,662 | 2,995 | 8,319 | 2,572 | 2,572 | 2,894 | 8,038 |
| Employee benefits | 8,212 | 8,212 | 9,238 | 25,662 | 5,358 | 5,358 | 6,028 | 16,743 |
| Total salaries and related benefits | 42,951 | 42,951 | 48,320 | 134,222 | 39,783 | 39,783 | 44,757 | 124,321 |
| Dues and memberships | 0 | 0 | 765 | 765 | 0 | 0 | 642 | 642 |
| Conferences and meetings | 254 | 254 | 112 | 620 | 728 | 728 | 320 | 1,776 |
| Professional fees | 0 | 0 | 13,492 | 13,492 | 0 | 0 | 13,057 | 13,057 |
| Supplies | 624 | 130 | 546 | 1,299 | 620 | 129 | 541 | 1,291 |
| Telephone | 295 | 295 | 1,048 | 1,637 | 290 | 290 | 1,029 | 1,609 |
| Postage and shipping | 2,472 | 706 | 1,236 | 4,415 | 1,757 | 502 | 879 | 3,138 |
| Other occupancy costs | 3,359 | 3,359 | 3,779 | 10,498 | 3,133 | 3,133 | 3,525 | 9,792 |
| Service charges | 0 | 0 | 880 | 880 | 0 | 0 | 763 | 763 |
| Equipment | 0 | 0 | 4,322 | 4,322 | 0 | 0 | 2,667 | 2,667 |
| Lease expense | 0 | 0 | 3,735 | 3,735 | 0 | 0 | 3,952 | 3,952 |
| Campaign | 18,372 | 0 | 1,383 | 19,754 | 19,178 | 0 | 1,443 | 20,621 |
| Insurance - liability and bonding | 0 | 0 | 1,996 | 1,996 | 0 | 0 | 1,951 | 1,951 |
| Filing fees | 0 | 0 | 200 | 200 | 0 | 0 | 200 | 200 |
| Publicity projects | 762 | 0 | 0 | 762 | 1,796 | 0 | 0 | 1,796 |
| Miscellaneous | 2,659 | 3,988 | 0 | 6,647 | 847 | 1,271 | 0 | 2,118 |
| Depreciation | 0 | 0 | 0 | 0 | 0 | 0 | 1,741 | 1,741 |
| Total | \$ 71,748 | \$ 51,683 | \$ 81,813 | \$ 205,244 | \$ 68,132 | \$ 45,836 | \$ 77,467 | \$ 191,435 |

See Accompanying Notes to Financial Statements

UNITED WAY OF UNION COUNTY, OHIO, INC.
STATEMENTS OF CASH FLOWS
FOR THE YEARS ENDED DECEMBER 2010 AND 2009

| | 2010 | 2009 |
|--|-------------------|-------------------|
| CASH FLOWS FROM OPERATING ACTIVITIES:- | | |
| Change in net assets | \$ 7,999 | \$ 107,056 |
| Adjustments to reconcile the change in net assets to net cash provided by operating activities:- | | |
| Depreciation | 0 | 1,742 |
| (Increase) decrease in pledges receivable | 57,751 | (51,782) |
| (Increase) decrease in Lasting Legacy Foundation | (7,771) | (3,892) |
| Increase (decrease) in allocations payable - agencies | (11,752) | (47,672) |
| Increase (decrease) in accrued payroll liabilities | (1,525) | 500 |
| Increase (decrease) in out of county donations payable | (1,256) | (5,360) |
| Net cash provided by operating activities | 43,446 | 592 |
| Net increase in cash and cash equivalents | 43,446 | 592 |
| Cash and cash equivalents - beginning of year | 191,668 | 191,076 |
| Cash and cash equivalents - end of year | \$ 235,114 | \$ 191,668 |

SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION:-

| | | | |
|----------------|----|---|------|
| Cash paid for: | | | |
| Interest | \$ | 0 | \$ 0 |
| Income taxes | \$ | 0 | \$ 0 |

See Accompanying Notes to Financial Statements