

**United Way of Greater Cincinnati
and Subsidiary**

Independent Auditor's Report and Consolidated Financial Statements
December 31, 2019 and 2018

UNITED WAY OF GREATER CINCINNATI AND SUBSIDIARY

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INDEPENDENT AUDITOR'S REPORT

Board of Directors
United Way of Greater Cincinnati and Subsidiary
Cincinnati, Ohio

We have audited the accompanying consolidated financial statements of United Way of Greater Cincinnati and Subsidiary, which comprise the consolidated statements of financial position as of December 31, 2019 and 2018, and the related consolidated statements of activities, functional expenses and cash flows for the years then ended, and the related notes to the consolidated financial statements.

Management's Responsibility for the Financial Statements

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

Auditor's Responsibility

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

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated 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 consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

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

Opinion

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the consolidated financial position of United Way of Greater Cincinnati and Subsidiary as of December 31, 2019 and 2018, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The accompanying supplementary information (Consolidating Schedule – Financial Position Information and Consolidating Schedule – Activities Information) is presented for purposes of additional analysis and is not a required part of the consolidated financial statements. 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 consolidated financial statements. The information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated 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 consolidated financial statements as a whole.

BKD, LLP

Cincinnati, Ohio
June 10, 2020

UNITED WAY OF GREATER CINCINNATI AND SUBSIDIARY

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

December 31, 2019

	Without Donor Restrictions		With Donor	Total
	Operating	Custodial	Restrictions	
ASSETS				
Cash and cash equivalents	\$ 2,952,758	\$ (195,446)	\$ 1,989,507	\$ 4,746,819
Contributions receivable	32,051,783	-	655,273	32,707,056
Less allowance for uncollectible	(5,124,305)	-	-	(5,124,305)
Accounts receivable	459,142	176,268	77,000	712,410
Software licenses	21,550	-	-	21,550
Investments	20,675,015	-	3,609,919	24,284,934
Endowment	16,980,127	-	577,022	17,557,149
Beneficial interest in charitable trusts	-	-	16,085,041	16,085,041
Interest in assets at community foundations	231,711	-	-	231,711
Other current assets	475,189	-	11,466	486,655
Note receivable	400,000	-	-	400,000
Land, buildings and equipment, net	12,144,076	-	-	12,144,076
TOTAL ASSETS	\$ 81,267,046	\$ (19,178)	\$ 23,005,228	\$ 104,253,096
LIABILITIES				
Grants and designations payable	\$ 29,572,051	\$ -	\$ -	\$ 29,572,051
Accounts payable	1,022,522	-	-	1,022,522
Accrued expenses	1,198,021	-	-	1,198,021
Capital lease obligation	45,200	-	-	45,200
Other liabilities	69,574	(19,178)	-	50,396
TOTAL LIABILITIES	31,907,368	(19,178)	-	31,888,190
NET ASSETS				
Without donor restrictions				
Undesignated	13,494,921	-	-	13,494,921
Designated by the Board	35,864,757	-	-	35,864,757
Total without donor restrictions	49,359,678	-	-	49,359,678
With donor restrictions				
Perpetual in nature	-	-	7,456,161	7,456,161
Purpose restrictions	-	-	13,927,810	13,927,810
Time-restricted for future periods	-	-	1,621,257	1,621,257
Total with donor restrictions	-	-	23,005,228	23,005,228
TOTAL NET ASSETS	49,359,678	-	23,005,228	72,364,906
TOTAL LIABILITIES AND NET ASSETS	\$ 81,267,046	\$ (19,178)	\$ 23,005,228	\$ 104,253,096

See Notes to Consolidated Financial Statements

UNITED WAY OF GREATER CINCINNATI AND SUBSIDIARY

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

December 31, 2018

	Without Donor Restrictions		With Donor	Total
	Operating	Custodial	Restrictions	
ASSETS				
Cash and cash equivalents	\$ (292,432)	\$ 482,016	\$ 3,071,663	\$ 3,261,247
Contributions receivable	36,378,061	-	2,372,367	38,750,428
Less allowance for uncollectible	(5,583,215)	-	-	(5,583,215)
Accounts receivable	528,531	334,957	51,425	914,913
Software licenses	30,634	-	-	30,634
Investments	18,054,729	-	-	18,054,729
Endowment	17,088,528	-	3,463,431	20,551,959
Beneficial interest in charitable trusts	-	-	13,780,981	13,780,981
Interest in assets at community foundations	235,662	-	-	235,662
Other current assets	617,276	-	11,679	628,955
Note receivable	400,000	-	-	400,000
Land, buildings and equipment, net	12,690,631	-	-	12,690,631
TOTAL ASSETS	\$ 80,148,405	\$ 816,973	\$ 22,751,546	\$ 103,716,924
LIABILITIES				
Grants and designations payable	\$ 29,255,790	\$ -	\$ -	\$ 29,255,790
Accounts payable	3,583,292	-	-	3,583,292
Accrued expenses	1,026,664	-	-	1,026,664
Capital lease obligation	45,200	-	-	45,200
Other liabilities	100,596	816,973	-	917,569
TOTAL LIABILITIES	34,011,542	816,973	-	34,828,515
NET ASSETS				
Without donor restrictions				
Undesignated	13,696,258	-	-	13,696,258
Designated by the Board	32,440,605	-	-	32,440,605
Total without donor restrictions	46,136,863	-	-	46,136,863
With donor restrictions				
Perpetual in nature	-	-	6,431,894	6,431,894
Purpose restrictions	-	-	13,618,079	13,618,079
Time-restricted for future periods	-	-	2,701,573	2,701,573
Total with donor restrictions	-	-	22,751,546	22,751,546
TOTAL NET ASSETS	46,136,863	-	22,751,546	68,888,409
TOTAL LIABILITIES AND NET ASSETS	\$ 80,148,405	\$ 816,973	\$ 22,751,546	\$ 103,716,924

See Notes to Consolidated Financial Statements

UNITED WAY OF GREATER CINCINNATI AND SUBSIDIARY

CONSOLIDATED STATEMENT OF ACTIVITIES

For the Year Ended December 31, 2019

	Without Donor Restrictions	With Donor Restrictions	Total
PUBLIC SUPPORT & REVENUE			
Gross campaign results (2019/2020)	\$ 38,695,418	\$ 385,428	\$ 39,080,846
Less donor designations	(9,030,039)	-	(9,030,039)
Less provision for uncollectible	(3,041,742)	-	(3,041,742)
Net campaign revenue (2019/2020)	<u>26,623,637</u>	<u>385,428</u>	<u>27,009,065</u>
Gross campaign results (2018/2019)	4,785,836	105,000	4,890,836
Change in provision for uncollectible	1,124,832	-	1,124,832
Net campaign revenue (2018/2019)	<u>5,910,668</u>	<u>105,000</u>	<u>6,015,668</u>
Gross campaign results (2017/2018)	64,092	-	64,092
Change in provision for uncollectible	416,062	-	416,062
Net campaign revenue (2017/2018)	<u>480,154</u>	<u>-</u>	<u>480,154</u>
Other contributions	545,036	403,905	948,941
Designations from other United Ways	140,922	-	140,922
Service fees	445,261	-	445,261
Grants and contracts	65,440	12,341	77,781
Income on beneficial interest in charitable trusts	306,311	353,083	659,394
Net investment return	781,321	105,108	886,429
Net realized gain/(loss) on investments	511,892	141,439	653,331
Net unrealized gain/(loss) on investments	2,459,588	582,071	3,041,659
Fair value change of beneficial interest in charitable trusts	-	2,310,725	2,310,725
Donated materials and services	368,420	-	368,420
Miscellaneous income	299,823	-	299,823
Net assets released from restrictions	<u>4,145,418</u>	<u>(4,145,418)</u>	<u>-</u>
TOTAL PUBLIC SUPPORT AND REVENUE	<u>43,083,891</u>	<u>253,682</u>	<u>43,337,573</u>
EXPENSES			
Program services			
Grants and distributions	35,093,899	-	35,093,899
Less donor designations	(9,030,039)	-	(9,030,039)
Net grants and distributions	<u>26,063,860</u>	<u>-</u>	<u>26,063,860</u>
Other program services	6,161,432	-	6,161,432
Total program services	<u>32,225,292</u>	<u>-</u>	<u>32,225,292</u>
Supporting services	<u>7,635,784</u>	<u>-</u>	<u>7,635,784</u>
TOTAL EXPENSES	<u>39,861,076</u>	<u>-</u>	<u>39,861,076</u>
CHANGE IN NET ASSETS	3,222,815	253,682	3,476,497
NET ASSETS, BEGINNING OF YEAR	<u>46,136,863</u>	<u>22,751,546</u>	<u>68,888,409</u>
NET ASSETS, END OF YEAR	<u>\$ 49,359,678</u>	<u>\$ 23,005,228</u>	<u>\$ 72,364,906</u>

See Notes to Consolidated Financial Statements

UNITED WAY OF GREATER CINCINNATI AND SUBSIDIARY

CONSOLIDATED STATEMENT OF ACTIVITIES

For the Year Ended December 31, 2018

	Without Donor Restrictions	With Donor Restrictions	Total
PUBLIC SUPPORT & REVENUE			
Gross campaign results (2018/2019)	\$ 40,118,305	\$ 249,841	\$ 40,368,146
Less donor designations	(7,922,865)	-	(7,922,865)
Less provision for uncollectible	(3,274,785)	-	(3,274,785)
Net campaign revenue (2018/2019)	<u>28,920,655</u>	<u>249,841</u>	<u>29,170,496</u>
Gross campaign results (2017/2018)	3,977,897	75,000	4,052,897
Change in provision for uncollectible	879,899	-	879,899
Net campaign revenue (2017/2018)	<u>4,857,796</u>	<u>75,000</u>	<u>4,932,796</u>
Gross campaign results (2016/2017)	-	-	-
Change in provision for uncollectible	316,232	-	316,232
Net campaign revenue (2016/2017)	<u>316,232</u>	<u>-</u>	<u>316,232</u>
Other contributions	1,875,274	670,106	2,545,380
Designations from other United Ways	193,112	-	193,112
Service fees	779,468	-	779,468
Grants and contracts	118,366	60,000	178,366
Income on beneficial interest in charitable trusts	297,679	424,005	721,684
Net investment return	1,355,505	237,924	1,593,429
Net realized gain/(loss) on investments	2,049,501	521,357	2,570,858
Net unrealized gain/(loss) on investments	(4,635,045)	(1,133,930)	(5,768,975)
Fair value change of beneficial interest in charitable trusts	-	(1,987,689)	(1,987,689)
Donated materials and services	381,020	-	381,020
Miscellaneous income	333,763	49	333,812
Net assets released from restrictions	<u>4,175,240</u>	<u>(4,175,240)</u>	<u>-</u>
TOTAL PUBLIC SUPPORT AND REVENUE	<u>41,018,566</u>	<u>(5,058,577)</u>	<u>35,959,989</u>
EXPENSES			
Program services			
Grants and distributions	32,516,196	-	32,516,196
Less donor designations	(7,922,865)	-	(7,922,865)
Net grants and distributions	<u>24,593,331</u>	<u>-</u>	<u>24,593,331</u>
Other program services	10,366,447	-	10,366,447
Total program services	<u>34,959,778</u>	<u>-</u>	<u>34,959,778</u>
Supporting services	<u>9,549,453</u>	<u>-</u>	<u>9,549,453</u>
TOTAL EXPENSES	<u>44,509,231</u>	<u>-</u>	<u>44,509,231</u>
CHANGE IN NET ASSETS	<u>(3,490,665)</u>	<u>(5,058,577)</u>	<u>(8,549,242)</u>
NET ASSETS, BEGINNING OF YEAR	<u>49,627,528</u>	<u>27,810,123</u>	<u>77,437,651</u>
NET ASSETS, END OF YEAR	<u>\$ 46,136,863</u>	<u>\$ 22,751,546</u>	<u>\$ 68,888,409</u>

See Notes to Consolidated Financial Statements

UNITED WAY OF GREATER CINCINNATI AND SUBSIDIARY

CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES

For the Year Ended December 31, 2019

	PROGRAM SERVICES			SUPPORT SERVICES			Total	
	Community Impact	Direct Services	Central Services	Program Services Total	Organizational Administration	Fundraising		Support Services Total
Grants and distributions	\$ 35,093,899	\$ -	\$ -	\$ 35,093,899	\$ -	\$ -	\$ -	\$ 35,093,899
Less donor designations	(9,030,039)	-	-	(9,030,039)	-	-	-	(9,030,039)
Sub-Total	<u>26,063,860</u>	<u>-</u>	<u>-</u>	<u>26,063,860</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>26,063,860</u>
Salaries	1,766,352	605,804	379,947	2,752,103	1,512,773	1,986,275	3,499,048	6,251,151
Employee benefits	444,517	140,769	93,771	679,057	341,717	482,193	823,910	1,502,967
Payroll taxes	126,699	46,382	27,438	200,519	93,229	145,619	238,848	439,367
Sub-Total	<u>2,337,568</u>	<u>792,955</u>	<u>501,156</u>	<u>3,631,679</u>	<u>1,947,719</u>	<u>2,614,087</u>	<u>4,561,806</u>	<u>8,193,485</u>
Contract services	880,083	80,268	22,361	982,712	360,844	191,228	552,072	1,534,784
Office expense	89,166	45,219	72,095	206,480	126,953	92,243	219,196	425,676
Printing and publications	19,448	7,595	3,941	30,984	16,177	45,337	61,514	92,498
Information technology	142,655	67,108	188,929	398,692	136,038	664,984	801,022	1,199,714
Occupancy	259,206	89,636	431,623	780,465	181,048	258,781	439,829	1,220,294
Advertising and promotions	406,885	16,004	5,377	428,266	23,577	37,514	61,091	489,357
Travel	31,810	1,715	3,907	37,432	11,997	25,402	37,399	74,831
Meetings and events	59,559	5,887	1,813	67,259	19,500	89,187	108,687	175,946
Staff development	2,378	753	223	3,354	2,939	2,846	5,785	9,139
Dues	228,992	79,720	47,818	356,530	190,353	305,111	495,464	851,994
Interest	791	268	170	1,229	659	885	1,544	2,773
Insurance	9,061	376	38,782	48,219	16,763	33,331	50,094	98,313
Miscellaneous	152,035	5	40,334	192,374	8,491	24,970	33,461	225,835
Depreciation and amortization	189,668	64,340	40,664	294,672	158,036	212,105	370,141	664,813
Sub-Total	<u>2,471,737</u>	<u>458,894</u>	<u>898,037</u>	<u>3,828,668</u>	<u>1,253,375</u>	<u>1,983,924</u>	<u>3,237,299</u>	<u>7,065,967</u>
Less interdepartmental expenses	<u>(215,561)</u>	<u>-</u>	<u>(1,083,354)</u>	<u>(1,298,915)</u>	<u>(163,321)</u>	<u>-</u>	<u>(163,321)</u>	<u>(1,462,236)</u>
Total expenses included in the expense section of the statement of activities	<u>\$ 30,657,604</u>	<u>\$ 1,251,849</u>	<u>\$ 315,839</u>	<u>\$ 32,225,292</u>	<u>\$ 3,037,773</u>	<u>\$ 4,598,011</u>	<u>\$ 7,635,784</u>	<u>\$ 39,861,076</u>

See Notes to Consolidated Financial Statements

UNITED WAY OF GREATER CINCINNATI AND SUBSIDIARY

CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES

For the Year Ended December 31, 2018

	PROGRAM SERVICES				SUPPORT SERVICES			Total
	Community Impact	Direct Services	Central Services	Program Services Total	Organizational Administration	Fundraising	Support Services Total	
Grants and distributions	\$ 32,516,196	\$ -	\$ -	\$ 32,516,196	\$ -	\$ -	\$ -	\$ 32,516,196
Less donor designations	(7,922,865)	-	-	(7,922,865)	-	-	-	(7,922,865)
Sub-Total	<u>24,593,331</u>	<u>-</u>	<u>-</u>	<u>24,593,331</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>24,593,331</u>
Salaries	2,966,492	1,024,693	370,748	4,361,933	1,960,842	2,177,974	4,138,816	8,500,749
Employee benefits	1,463,387	495,938	194,178	2,153,503	927,063	1,091,998	2,019,061	4,172,564
Payroll taxes	228,263	79,258	27,870	335,391	130,599	165,063	295,662	631,053
Sub-Total	<u>4,658,142</u>	<u>1,599,889</u>	<u>592,796</u>	<u>6,850,827</u>	<u>3,018,504</u>	<u>3,435,035</u>	<u>6,453,539</u>	<u>13,304,366</u>
Contract services	1,426,670	148,006	13,896	1,588,572	328,508	317,027	645,535	2,234,107
Office expense	110,437	51,173	70,860	232,470	133,048	77,418	210,466	442,936
Printing and publications	62,181	17,061	4,459	83,701	32,447	90,023	122,470	206,171
Information technology	247,678	116,551	243,222	607,451	487,303	209,071	696,374	1,303,825
Occupancy	304,057	106,296	461,393	871,746	178,960	215,211	394,171	1,265,917
Advertising and promotions	419,670	14,918	427	435,015	4,774	72,789	77,563	512,578
Travel	66,338	5,111	6,728	78,177	21,231	31,291	52,522	130,699
Meetings and events	105,377	47,805	1,389	154,571	40,895	109,312	150,207	304,778
Staff development	16,097	2,957	831	19,885	5,085	6,036	11,121	31,006
Dues	232,094	77,875	28,557	338,526	158,913	172,367	331,280	669,806
Interest	169	58	21	248	109	124	233	481
Insurance	11,620	816	38,828	51,264	17,406	72,584	89,990	141,254
Miscellaneous	38,121	501	40,322	78,944	24,379	7,095	31,474	110,418
Depreciation and amortization	232,105	79,719	29,538	341,362	150,405	171,160	321,565	662,927
Sub-Total	<u>3,272,614</u>	<u>668,847</u>	<u>940,471</u>	<u>4,881,932</u>	<u>1,583,463</u>	<u>1,551,508</u>	<u>3,134,971</u>	<u>8,016,903</u>
Less interdepartmental expenses	(218,612)	-	(1,147,700)	(1,366,312)	(36,557)	(2,500)	(39,057)	(1,405,369)
Total expenses included in the expense section of the statement of activities	<u>\$ 32,305,475</u>	<u>\$ 2,268,736</u>	<u>\$ 385,567</u>	<u>\$ 34,959,778</u>	<u>\$ 4,565,410</u>	<u>\$ 4,984,043</u>	<u>\$ 9,549,453</u>	<u>\$ 44,509,231</u>

See Notes to Consolidated Financial Statements

UNITED WAY OF GREATER CINCINNATI AND SUBSIDIARY

CONSOLIDATED STATEMENTS OF CASH FLOWS

For the Years Ended December 31, 2019 and 2018

	<u>2019</u>	<u>2018</u>
CASH FLOWS FROM OPERATING ACTIVITIES:		
Change in net assets	\$ 3,476,497	\$ (8,549,242)
Adjustments to reconcile change in net assets to net cash provided by (used in) operating activities:		
Net realized (gain)/loss on investments	(653,331)	(2,570,858)
Net unrealized (gain)/loss on investments	(3,041,659)	5,768,975
Depreciation and amortization	664,813	662,927
Net (gain)/loss on disposal of assets	-	(5,995)
Change in fair value of beneficial interest in charitable trusts	(2,310,725)	1,987,689
Provision for uncollectible contributions receivable	1,500,848	2,078,654
Reserve for software license obsolescence	442,276	258,161
Change in cash value of life insurance	3,783	32,840
Changes in:		
Contributions and accounts receivable	4,286,117	5,671,165
Software licenses	(433,192)	(288,795)
Other current and long-term assets and liabilities	(721,991)	79,879
Grants and accounts payable and accrued expenses	<u>(2,088,282)</u>	<u>(6,535,906)</u>
Net cash provided by (used in) operating activities	<u>1,125,154</u>	<u>(1,410,506)</u>
CASH FLOWS FROM INVESTING ACTIVITIES:		
Proceeds from sale of investments	280,397,441	218,119,668
Purchase of investments	(279,933,895)	(217,741,236)
Proceeds from sale of property and equipment	-	24,500
Purchase of property and equipment	<u>(89,154)</u>	<u>(38,571)</u>
Net cash provided by investing activities	<u>374,392</u>	<u>364,361</u>
CASH FLOWS FROM FINANCING ACTIVITIES:		
Payment of capital lease obligations	<u>(13,974)</u>	<u>(15,106)</u>
Net cash used in financing activities	<u>(13,974)</u>	<u>(15,106)</u>
Increase/(decrease) in cash and cash equivalents	1,485,572	(1,061,251)
Cash and cash equivalents at beginning of year	<u>3,261,247</u>	<u>4,322,498</u>
Cash and cash equivalents at end of year	<u>\$ 4,746,819</u>	<u>\$ 3,261,247</u>
SUPPLEMENTAL CASH FLOW INFORMATION:		
Interest paid	\$ 2,774	\$ 482
Capital lease obligation incurred for purchase of property and equipment	\$ -	\$ 60,306
Accounts payable incurred for purchase of property and equipment	\$ 29,104	\$ 44,103
Issuance of note receivable related to sale of investments	\$ -	\$ 400,000

See Notes to Consolidated Financial Statements

UNITED WAY OF GREATER CINCINNATI AND SUBSIDIARY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS DECEMBER 31, 2019 AND 2018

NOTE A - ORGANIZATION

United Way of Greater Cincinnati's (UWGC) mission is as follows: United Way is a leader and community catalyst mobilizing the power of individuals and organizations to help people measurably improve their lives. United Way of Greater Cincinnati is responsible for investing funds raised through a joint fundraising campaign with the Greater Cincinnati Chapter of the American Red Cross (Cincinnati Red Cross) in programs and initiatives providing health and human services in the Greater Cincinnati community. UWGC, incorporated in 1920 in the State of Ohio as a charitable organization, is recognized as exempt from federal income taxes under Internal Revenue Code Section 501(c)(3).

UWGC solicits funds in the fall of each year to be applied in the following calendar year to finance a wide range of health and human services in the Greater Cincinnati community. Revenues, gains and other support, grants, and payments to other United Way organizations are recorded by UWGC. The distribution to the Cincinnati Red Cross is made in accordance with a written agreement.

UWGC operates through five major functional areas and is governed by a volunteer Board of Directors. The five functional areas are:

1. Community Impact

UWGC is well positioned to lead a collective impact effort around education, income and health. In its role as a convener, UWGC has brought together key stakeholders from throughout the ten-county region (Hamilton, Clermont, Brown, and Butler counties in Ohio; Boone, Kenton, Campbell, and Grant counties in Kentucky; and Dearborn and Ohio counties in Indiana) to establish a common vision and pursue evidence-based actions in mutually reinforcing ways.

UWGC's Agenda for Community Impact is based on the three essential building blocks for a good life:

- Education is the basis for individual success; it is essential to getting and keeping a job with a livable wage and health benefits.
- An income adequate to pay for today's necessities and save for the future provides individuals and families some sense of financial stability.
- Access to quality health care keeps children on track in school, adults productive at work and provides a foundation of care and support to ensure healthy lives for all people.

UNITED WAY OF GREATER CINCINNATI AND SUBSIDIARY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) DECEMBER 31, 2019 AND 2018

NOTE A - ORGANIZATION (continued)

1. Community Impact (continued)

Over the past several years, volunteers and staff have worked diligently to continuously improve and use data to drive decisions. UWGC agency and community partners refined strategies, adjusted performance measures and improved measurement systems. Funding decisions are based on best-practice research. Strategic community initiatives promote collaborative problem solving and community development with governmental and non-profit agencies. Success By 6 is an initiative working to ensure that all children age 0 to 5 are healthy and ready to succeed by the time they start kindergarten. Public Policy maintains liaisons with elected and appointed federal, state and local officials regarding legislation and administrative procedures influencing health and human service needs. Community Services works to involve organized labor in all levels of health and welfare activities and help union members obtain social services.

UWGC has led the effort to align, coordinate and focus the work around clearly defined Bold Goals. UWGC and more than 40 key stakeholder groups have developed six Bold Goals for Our Region. Each of these goals is inspirational, yet measurable; each will help us drive the work forward in a coordinated and leveraged fashion. The Bold Goals are for our region; our Agenda for Community Impact is how we will work toward achieving the goals.

In the end, we are committed to ensuring all children achieve academic and life success and all families and individuals achieve greater financial stability.

2. Direct Services

Direct Services are services provided by UWGC, such as United Way 211 and United Way Volunteer Connection.

United Way 211 links people to services and volunteer opportunities. United Way 211 is available 24 hours a day, seven days a week to people in: Hamilton, Clermont, Brown, and Butler Counties and Middletown in Ohio; Boone, Kenton, Campbell, and Grant counties in Kentucky; and Dearborn, Jefferson, Ohio, Ripley, and Switzerland counties in Indiana.

United Way Volunteer Connection strives to increase the effectiveness and participation of all segments of volunteer resources through recruitment, training, education, and recognition.

3. Central Services

Central Services include self-supporting programs which serve UWGC's operating divisions and other non-profit organizations. These fee-producing programs include group employee benefits administration, building and grounds management and accounting.

UNITED WAY OF GREATER CINCINNATI AND SUBSIDIARY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) DECEMBER 31, 2019 AND 2018

NOTE A - ORGANIZATION (continued)

4. Fundraising

Fundraising plans, directs, and controls the development of financial resources for UWGC through a variety of fundraising activities, including the annual campaign, campaign communications, planned and deferred giving, and supplemental fundraising.

5. Organizational Administration

Organizational Administration directs the internal operation of UWGC, coordinates and manages programs designed to meet goals and objectives at the direction of the Board of Directors, directs and controls financial systems and assets of UWGC, and manages human resources of UWGC.

NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

1. Principles of Consolidation

The consolidated financial statements include the accounts of UWGC and UWGC Foundation (the Foundation).

The Foundation, a wholly-owned subsidiary of UWGC, was established for the purpose of handling endowed investments and related activities.

“UWGC” is used herein to refer to UWGC individually and, as applicable, to both organizations on a consolidated basis. All significant intercompany accounts and transactions have been eliminated upon consolidation.

2. Financial Statement Presentation

UWGC classifies its net assets and revenues, expenses, gains and losses, based on the existence or absence of donor-imposed restrictions. The accompanying financial statements have been prepared using the accrual basis of accounting.

3. Cash and Cash Equivalents

UWGC considers all liquid investments with original maturities of three months or less to be cash equivalents. At December 31, 2019 and 2018, cash equivalents consisted primarily of money market mutual funds.

UWGC's cash accounts exceeded federally insured limits by approximately \$3,892,000 at December 31, 2019.

UNITED WAY OF GREATER CINCINNATI AND SUBSIDIARY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) DECEMBER 31, 2019 AND 2018

NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

4. Contributions Receivable

UWGC's contributions receivable include contributions from the fundraising campaign conducted each fall. Contributions receivable are due in accordance with the donor's stipulation on the pledge form. Contributions receivable are stated at amounts due from donors net of an allowance for uncollectible contributions. UWGC determines its allowance for uncollectible contributions based on historical experience, an assessment of economic conditions, and a review of subsequent collections. UWGC writes off contributions receivable when they become uncollectible, and payments subsequently received on such receivables are credited to the allowance for uncollectible contributions.

5. Investments and Net Investment Return

Investments are reported at fair value in the statements of financial position. The value of investments in hedge funds is determined using net asset value (NAV), as a practical expedient. Investments include money market funds held in brokerage accounts.

Interest and dividend income, less investment expenses are included on the statements of activities as net investment return. Gains and losses and investment income are allocated on a percentage basis to applicable funds.

6. Land, Buildings and Equipment

Land, buildings and equipment additions over \$5,000 are recorded at cost, or fair value, if donated, at time of acquisition or donation and depreciated generally on a straight-line basis over the estimated useful lives of each asset, which range from 3 to 40 years. When assets are sold or otherwise disposed of, the cost and related depreciation or amortization are removed from the accounts, and any resulting gain or loss is included in the statements of activities. Cost of maintenance and repairs that do not improve or extend the lives of the respective assets are expensed.

UWGC evaluates the recoverability of the carrying value of long-lived assets whenever events or circumstances indicate the carrying amount may not be recoverable. If a long-lived asset is tested for recoverability and the undiscounted estimated future cash flows expected to result from the use and eventual disposition of the asset is less than the carrying amount of the asset, the asset cost is adjusted to fair value and an impairment loss is recognized as the amount by which the carrying amount of the long-lived asset exceeds its fair value.

No asset impairment was recognized during the years ended December 31, 2019 and 2018.

UNITED WAY OF GREATER CINCINNATI AND SUBSIDIARY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) DECEMBER 31, 2019 AND 2018

NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

7. Contributions

Contributions are provided to UWGC either with or without restrictions placed on the gift by the donor. Revenues and net assets are separately reported to reflect the nature of those gifts – with or without donor restrictions. The value recorded for each contribution is recognized as follows:

Nature of the Gift	Value Recognized
<i>Conditional gifts, with or without restriction</i> Gifts that depend on UWGC overcoming a donor imposed barrier to be entitled to the funds	Not recognized until the gift becomes unconditional, <i>i.e.</i> the donor imposed barrier is met
<i>Unconditional gifts, with or without restriction</i> Received at date of gift – cash and other assets	Fair value
Received at date of gift – property, equipment and long-lived assets	Estimated fair value
Expected to be collected within one year	Net realizable value
Collected in future years	Initially reported at fair value determined using the discounted present value of estimated future cash flows technique

In addition to the amount initially recognized, revenue for unconditional gifts to be collected in future years is also recognized each year as the present-value discount is amortized using the level-yield method.

When a donor 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 consolidated statements of activities as net assets released from restrictions. Absent explicit donor stipulations for the period of time that long-lived assets must be held, expirations of restrictions for gifts of land, buildings, equipment and other long-lived assets are reported when those assets are placed in service.

Contributions and investment income that are originally restricted by the donor and for which the restriction is met in the same time period the gift is received are recorded as revenue with donor restrictions and then released from restriction.

Conditional contributions and investment income having donor stipulations which are satisfied in the period the gift is received and the investment income is earned are recorded as revenue with donor restrictions and then released from restriction. There were no conditional contributions as of December 31, 2019 or 2018.

UNITED WAY OF GREATER CINCINNATI AND SUBSIDIARY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) DECEMBER 31, 2019 AND 2018

NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Contributions made (grants) are recognized in the year when the related commitments are made.

Certain contributions received in fundraising campaigns are designated by individuals for specific agencies or for United Way organizations in areas other than the Greater Cincinnati service area. Accounting standards require that organizations who receive contributions that are designated by donors for other organizations exclude such designated contributions from amounts recognized as contributions received and contributions made. UWGC classifies and reports such designations in its consolidated statements of activities as a reduction of contribution revenue and of grants expense.

8. Donated Materials and Services

Contributions of materials and services are recognized as revenue at their estimated fair value. Donated services are recognized only when the services received create or enhance nonfinancial assets or require specialized skills possessed by the individuals providing the service and the service would typically need to be purchased if not donated. Donated materials and services in 2019 and 2018 totaled approximately \$368,000 and \$381,000, respectively, and primarily include advertising.

9. Grants Expense

UWGC records grants to agencies as grants expense in the period such grants are approved by the Board of Directors and commitments are made to the recipient agencies. UWGC has a policy of making grant commitments in the fall for a grant funding year of January 1 to December 31.

In December 2019, the UWGC Board of Directors approved grants to fund agencies for the period January 1, 2020 to December 31, 2020.

10. Functional Allocation of Expenses

The costs of supporting the program services and other activities have been summarized on a functional basis in the consolidated statements of activities. The consolidated statements of functional expenses present the natural classification detail of expenses by function. Certain costs have been allocated among the program and support services categories based on specific identification and UWGC staff time spent within each functional area.

UNITED WAY OF GREATER CINCINNATI AND SUBSIDIARY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) DECEMBER 31, 2019 AND 2018

NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

11. Net Assets

Net assets, revenues, gains and losses are classified based on the existence or absence of donor- or grantor-imposed restrictions. Net assets without donor restrictions are available for use in general support of UWGC activities and not subject to donor restrictions. Custodial funds represent balances held for agencies that participate in UWGC group benefit plans. The governing board has designated, from net assets without donor restrictions, net assets for specific purposes (see Note L).

Net assets with donor restrictions are subject to donor-imposed restrictions. Some donor-imposed restrictions 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 restrictions are perpetual in nature, where the donor stipulated that resources be maintained in perpetuity. All growth is recorded as with donor restriction.

12. Capital Lease Obligation

Capital leases include leases covering copiers expiring September 2022.

13. Market and Credit Risk

UWGC holds investments in equity, debt securities, repurchase agreements, and hedge funds. Management does not believe there are any undue concentrations of risk with regard to investments held. UWGC's contributions receivable are from various employers, employees of such employers and from the general public in the Greater Cincinnati area.

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

14. Income Taxes

UWGC is exempt from income taxes under Section 501 of the Internal Revenue Code and a similar provision of state law. However, UWGC is subject to federal income tax on any unrelated business taxable income. UWGC files tax returns in the U.S. federal jurisdiction.

UNITED WAY OF GREATER CINCINNATI AND SUBSIDIARY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) DECEMBER 31, 2019 AND 2018

15. Use of Estimates

The preparation of the 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 disclosures of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues, expenses, gains, losses other changes in net assets during the reporting period. Actual results could differ from those estimates.

16. Change in Accounting Principle

Revenue From Contracts With Customers

On January 1, 2019, UWGC adopted the Financial Accounting Standards Board (FASB) Accounting Standards Update (ASU) 2014-09, *Revenue from Contracts with Customers (Topic 606)*, (ASU 2014-09) using a modified retrospective method of adoption to all contracts with third parties not completed at January 1, 2019.

The core guidance in ASU 2014-09 is to recognize revenue to depict the transfer of promised services to third parties in amounts that reflect the consideration to which UWGC expects to be entitled in exchange for those services.

The amount to which UWGC expects to be entitled is calculated as the transaction price and recorded as revenue in exchange for providing services.

Contributions Received and Contributions Made

As of January 1, 2019, UWGC adopted the FASB ASU 2018-08, *Not-for-Profit Entities (Topic 958): Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made*, (ASU 2018-08) using a modified prospective method of adoption to all agreements that were not completed as of January 1, 2019.

The intent of ASU 2018-08 is to assist an organization in evaluating whether transactions are considered nonreciprocal transactions and should be accounted for as contributions, or if the transactions are considered reciprocal and should be accounted for as exchange transactions. Additionally, the revised guidance helps entities evaluate whether a contribution is conditional or unconditional.

The adoption has no impact on overall change in net assets or net cash provided by operating activities.

17. Revision

An immaterial revision has been made to the 2018 financial disclosures for defined contribution expense in Note J. This revision did not have a significant impact on the financial disclosure impacted.

UNITED WAY OF GREATER CINCINNATI AND SUBSIDIARY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) DECEMBER 31, 2019 AND 2018

Note C – REVENUE FROM CONTRACTS WITH THIRD PARTIES

The majority of UWGC’s revenues come from contributions and investment income, which are outside the scope of Topic 606. UWGC’s services that fall within the scope of Topic 606 are as follows:

Service Fee Revenue

Service fee revenue is recognized as UWGC satisfies performance obligations under its contracts with third parties to perform various administrative and project management services. UWGC recognizes revenue when performance obligations under the terms of the contracts with third parties are satisfied.

Performance obligations are determined based on the nature of services provided by UWGC in accordance with the contract. Revenue for performance obligations satisfied over time is recognized ratably over the period based on time elapsed. UWGC believes this method provides a faithful depiction of the transfer of services over the term of the performance obligation based on the inputs needed to satisfy the obligation.

UWGC has determined that the nature, amount, timing and uncertainty of service fee revenue and cash flows are affected by the mix of services provided to third parties.

Note D - CONTRIBUTIONS RECEIVABLE

Contributions receivable without donor-imposed restrictions and the related allowance for uncollectible contributions at December 31, 2019 and 2018 consist of:

	2019		
	Contributions Receivable	Allowance for Uncollectible	Net Contributions Receivable
2019-2020 Campaign	\$ 26,456,365	\$ (3,039,471)	\$ 23,416,894
2018-2019 Campaign	5,137,700	(2,084,834)	3,052,866
Future Campaigns	457,718	-	457,718
Total	<u>\$ 32,051,783</u>	<u>\$ (5,124,305)</u>	<u>\$ 26,927,478</u>

UNITED WAY OF GREATER CINCINNATI AND SUBSIDIARY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) DECEMBER 31, 2019 AND 2018

Note D - CONTRIBUTIONS RECEIVABLE (continued)

	2018		
	Contributions Receivable	Allowance for Uncollectible	Net Contributions Receivable
2018-2019 Campaign	\$ 30,352,387	\$ (3,255,798)	\$ 27,096,589
2017-2018 Campaign	5,098,926	(2,327,417)	2,771,509
Future Campaigns	926,748	-	926,748
Total	<u>\$ 36,378,061</u>	<u>\$ (5,583,215)</u>	<u>\$ 30,794,846</u>

In addition, UWGC has received multi-year contributions, as follows:

	2019	2018
Within one year	\$ 1,207,340	\$ 1,631,913
One to five years	1,052,508	2,961,848
	2,259,848	4,593,761
Less: present value component	(30,944)	(104,301)
Total multi-year contributions receivable	<u>\$ 2,228,904</u>	<u>\$ 4,489,460</u>
Included in without donor restrictions contributions above	\$ 1,573,631	\$ 2,117,093
Included in with donor restrictions contributions	655,273	2,372,367
Total	<u>\$ 2,228,904</u>	<u>\$ 4,489,460</u>

UNITED WAY OF GREATER CINCINNATI AND SUBSIDIARY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) DECEMBER 31, 2019 AND 2018

NOTE E - ACCOUNTS RECEIVABLE

Accounts receivable at December 31, 2019 and 2018 consist of:

	2019			
	Without Donor Restrictions		With Donor	Total
	Operating	Custodial	Restrictions	
Other receivables	\$ 388,139	\$ 176,268	\$ 77,000	\$ 641,407
Interest and dividends	56,733	-	-	56,733
Grant receivables	14,270	-	-	14,270
Total	\$ 459,142	\$ 176,268	\$ 77,000	\$ 712,410

	2018			
	Without Donor Restrictions		With Donor	Total
	Operating	Custodial	Restrictions	
Other receivables	\$ 499,232	\$ 334,957	\$ 17,925	\$ 852,114
Interest and dividends	11,586	-	-	11,586
Grant receivables	17,713	-	33,500	51,213
Total	\$ 528,531	\$ 334,957	\$ 51,425	\$ 914,913

NOTE F - INVESTMENTS

This information includes investments, endowments, and interest in assets at community foundations as seen in the consolidated statements of financial position. The cost and fair value of investments and the unrealized gain (loss) at December 31, 2019 and 2018 are summarized as follows by type of investment:

	2019		
	Cost	Net Unrealized Gain/(Loss)	Fair Value
Common stock	\$ 2,936,108	\$ 1,437,850	\$ 4,373,958
Corporate bonds	19,960,465	138,035	20,098,500
Equity mutual funds	9,869,556	1,129,535	10,999,091
Fixed income mutual funds	126,066	(22,073)	103,993
Money market investments	2,757,200	(36)	2,757,164
Pooled debt and equity funds	771,808	1,144,196	1,916,004
US government securities	661,440	(1,412)	660,028
Hedge funds	1,000,000	165,056	1,165,056
Total	\$ 38,082,643	\$ 3,991,151	\$ 42,073,794

UNITED WAY OF GREATER CINCINNATI AND SUBSIDIARY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) DECEMBER 31, 2019 AND 2018

NOTE F – INVESTMENTS (continued)

	2018		
	Cost	Net Unrealized Gain/(Loss)	Fair Value
Common stock	\$ 5,457,440	\$ 952,071	\$ 6,409,511
Corporate bonds	14,535,370	(48,304)	14,487,066
Equity mutual funds	6,087,942	(961,390)	5,126,552
Fixed income mutual funds	143,549	21,997	165,546
Money market investments	9,584,109	(2)	9,584,107
Pooled debt and equity funds	781,323	937,708	1,719,031
U.S. government securities	303,127	1,019	304,146
Hedge funds	1,000,000	46,391	1,046,391
Total	<u>\$ 37,892,860</u>	<u>\$ 949,490</u>	<u>\$ 38,842,350</u>

Alternative Investments

The fair value of alternative investments has been estimated using the net asset value per share of the investments as a practical expedient. Alternative investments held at December 31, 2019 and 2018 consist of the following:

	Fair Value	Unfunded Commitments	Redemption Frequency (if currently eligible)	Redemption Notice Period
December 31, 2019				
Hedge funds	<u>\$ 1,165,056</u>	<u>\$ -</u>	Qrtly	65 days
December 31, 2018				
Hedge funds	<u>\$ 1,046,391</u>	<u>\$ -</u>	Qrtly	65 days

UWGC's investment in hedge funds is a multi-strategy hedge fund of funds that seeks to achieve long-term returns commensurate with the long-term returns from a portfolio invested in the general equity markets, while experiencing volatility that is consistent with a portfolio invested in the general debt markets.

UNITED WAY OF GREATER CINCINNATI AND SUBSIDIARY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) DECEMBER 31, 2019 AND 2018

NOTE G - CHARITABLE TRUST AGREEMENTS

UWGC is the beneficiary of several perpetual trusts. Under the terms of these agreements, UWGC is to receive income earned on trust assets annually for its use into perpetuity. At the time UWGC is notified of its interest, the fair value of UWGC's interest in these perpetual trusts is recorded as a contribution with donor restrictions and a beneficial interest in the charitable trust. The estimated value of expected future cash flows is evaluated annually and any change in value is classified as with donor restrictions.

UWGC is also the beneficiary of several charitable remainder trusts. Under the terms of these agreements, the beneficiaries designated by the donor receive periodic distributions from the trust for either a specified dollar amount or a specified percentage of the trust's fair market value over the trust's term. Upon termination of the trust, UWGC receives its entire portion of the assets remaining in the trust.

At the time UWGC is notified of its interest, the present value of the estimated future benefits to be received is recorded as a contribution with donor restrictions and a beneficial interest in charitable trust. Income received from beneficial interests in charitable trusts for the year ended December 31, 2019 and 2018 was \$659,394 and \$721,684, respectively. The estimated value of expected future cash flows is evaluated annually and any change in value is classified as with donor restrictions.

NOTE H – NOTE RECEIVABLE

At January 1, 2018, UWGC had a \$400,000 investment in United Way Digital Holdings, LLC (UWDH, LLC). At December 31, 2018, this investment interest was assumed by United Way Worldwide (UWW) in exchange for a note receivable for \$400,000 payable to UWGC. The note has an interest rate of 2.72% per annum accrued. The principal will be repaid in four equal installments of \$100,000 starting December 1, 2020 through December 1, 2023.

NOTE I - LAND, BUILDINGS AND EQUIPMENT

Land, buildings and equipment at December 31, 2019 and 2018:

	2019		
	Cost	Accumulated Depreciation	Net Book Value
Land and land improvements	\$ 817,969	\$ (322,143)	\$ 495,826
Buildings and improvements	14,171,255	(3,366,432)	10,804,823
Office furniture and equipment	2,567,422	(1,723,995)	843,427
Vehicles	49,123	(49,123)	-
Total	<u>\$ 17,605,769</u>	<u>\$ (5,461,693)</u>	<u>\$ 12,144,076</u>

UNITED WAY OF GREATER CINCINNATI AND SUBSIDIARY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) DECEMBER 31, 2019 AND 2018

NOTE I - LAND, BUILDINGS AND EQUIPMENT (continued)

	2018		
	Cost	Accumulated Depreciation	Net Book Value
Land and land improvements	\$ 804,742	\$ (273,012)	\$ 531,730
Buildings and improvements	14,113,146	(2,986,981)	11,126,165
Office furniture and equipment	2,531,430	(1,505,816)	1,025,614
Vehicles	49,123	(42,001)	7,122
Total	<u>\$ 17,498,441</u>	<u>\$ (4,807,810)</u>	<u>\$ 12,690,631</u>

NOTE J - PENSION PLAN

UWGC and certain affiliated agencies participate in a non-contributory, defined-benefit pension plan (the Plan). UWGC serves as the Plan Administrator and accounts for the Plan under accounting principles generally accepted in the United States as a multi-employer plan. UWGC funds and expenses required contributions each year.

The risks of participating in a multi-employer plan are different from single-employer plans in the following aspects:

1. Assets contributed to the multi-employer plan by one employer may be used to provide benefits to employees of other participating employers.
2. If a participating employer stops contributing to the plan, the unfunded obligations of the Plan may be borne by the remaining participating employers.
3. If UWGC chooses to stop participating in its multi-employer plan, UWGC may be required to pay the plan an amount based on the underfunded status of the Plan, on a termination basis. This termination amount is approximately \$1,082,337 at December 31, 2019.

UNITED WAY OF GREATER CINCINNATI AND SUBSIDIARY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) DECEMBER 31, 2019 AND 2018

NOTE J - PENSION PLAN (continued)

UWGC's participation in this plan for the annual periods ended December 31, 2019 and 2018, is outlined in the table below. The "EIN/Pension Plan Number" column provides the Employee Identification Number (EIN) and the three-digit plan number, if applicable. The "FIP/RP Status Pending/Implemented" column indicates plans for which a financial improvement plan (FIP) or a rehabilitation plan (RP) is either pending or has been implemented.

Pension Fund	EIN/Pension Plan Number	FIP/RP Status Pending/ Implemented	Contributions of UWGC	
			2019	2018
Pension Plan for Employees of United Way of Greater Cincinnati and Affiliated Agencies	31-0537502/PN 333	N/A	\$ 2,432,551	\$ 1,760,843

As determined by the Plan's actuary, UWGC is noted as providing more than 5 percent of the total contributions for plan years 2019 and 2018. At the date the consolidated financial statements were issued, the Form 5500 was not available for the plan year ending in 2019.

At December 31, 2019, UWGC's liability on a funding basis had a surplus estimated at \$221,470 based on the current Plan's actuarial data and asset value as of January 1, 2020. This surplus includes contributions made by UWGC to the Plan. The actual minimum funding requirements for the future will be determined at each anniversary date. UWGC does not intend to withdraw from the Plan.

UWGC also has a defined-contribution plan covering substantially all employees. The Board of Directors annually determines the amount, if any, UWGC contributes to the plan.

Retirement expense for the defined-contribution plan for the years ended December 31, 2019 and 2018 was \$303,986 and \$209,028, respectively, and is included in employee benefits expenses. The 2019 expense includes a non-elective contribution accrual for 2019 that was paid to eligible employees in early 2020.

In 2017, a UWGC affiliated agency that participated in the non-contributory, defined benefit pension plan (the Plan) ceased to provide services due to pending termination of operations and withdraw from the Plan. This agency's unfunded pension liability is required to be shared on a pro rata basis by the remaining Plan participants. To minimize the unfunded obligations to the current participating agencies, UWGC's Board of Directors approved using the ceased agency's annual UWGC investment to fund the ceased agency's Plan liability until it is fully funded.

UNITED WAY OF GREATER CINCINNATI AND SUBSIDIARY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) DECEMBER 31, 2019 AND 2018

NOTE K - NET ASSETS WITH DONOR RESTRICTIONS

Net assets with donor restrictions at December 31, 2019 and 2018 are restricted for the following purposes or periods:

	2019	2018
Held as beneficial interest in charitable trusts	\$ 9,205,901	\$ 7,926,109
Capital campaign	-	162,500
Use in future periods	1,621,257	2,701,673
Child Poverty Collaborative	272,121	900,294
Partners for a Competitive Workforce	611,432	895,388
Success By 6	517,183	1,105,116
Various purpose restrictions	3,321,173	2,628,572
Perpetual in nature	7,456,161	6,431,894
Total	<u>\$ 23,005,228</u>	<u>\$ 22,751,546</u>

Net assets were released from donor restrictions by incurring expenses satisfying the restricted purposes or by occurrence of other events specified by donors.

	2019	2018
Expiration of time restrictions	\$ 1,463,692	\$ 1,732,340
Satisfaction of purpose restrictions		
Partners for a Competitive Workforce	485,556	307,290
Success By 6	871,860	453,487
Child Poverty Collaborative	678,173	-
Various purpose restrictions	152,394	943,700
Distributions (proceeds are not restricted by donors)		
Beneficial interest in charitable trusts held by others	26,268	31,991
	<u>3,677,943</u>	<u>3,468,808</u>
Restricted-purpose spending-rate distributions and appropriations	<u>467,475</u>	<u>706,432</u>
	<u>\$ 4,145,418</u>	<u>\$ 4,175,240</u>

UNITED WAY OF GREATER CINCINNATI AND SUBSIDIARY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) DECEMBER 31, 2019 AND 2018

NOTE L - NET ASSETS WITHOUT DONOR RESTRICTIONS

Net assets without donor restrictions at December 31, 2019 and 2018 consist of the following:

	<u>2019</u>	<u>2018</u>
Undesignated UWGC net assets as follows:		
Amounts invested in land, buildings and equipment, or designated by the Board for such purposes	\$ 13,494,921	\$ 13,696,258
Total Undesignated	<u>13,494,921</u>	<u>13,696,258</u>
UWGC assets designated by the Board as follows:		
Middletown Community Foundation	640,650	563,634
Campaign distribution for operating budget	8,913,000	8,488,800
Campaign distribution for undetermined allocations	2,443,635	3,242,584
UWGC program initiatives	123,567	286,342
Board restricted investments	512,529	513,641
Other designations	67,261	46,914
Foundation allocations for operating and capital budgets	917,182	1,030,098
Foundation designated for UWGC campaign	5,678,877	4,950,068
Foundation designated for endowment	13,738,821	11,935,711
UWGC operating reserves	2,829,235	1,382,813
Total Board Designated	<u>35,864,757</u>	<u>32,440,605</u>
Total	<u>\$ 49,359,678</u>	<u>\$ 46,136,863</u>

NOTE M - RELATED PARTY TRANSACTIONS

UWGC provides services such as employee benefits administration and facility rentals for which it receives a fee from the agencies using these services.

UWGC has an Operating Agreement with Cincinnati Preschool Promise, LLC (CPP, LLC). UWGC, as the initial member, made a \$100 capital contribution to CPP, LLC for 100 units of ownership interest. The UWGC Board of Directors named five Managers and ratified all fifteen members of the CPP, LLC Board of Managers. UWGC received no revenue from CPP, LLC.

UNITED WAY OF GREATER CINCINNATI AND SUBSIDIARY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) DECEMBER 31, 2019 AND 2018

NOTE N – LIQUIDITY AND AVAILABILITY

Financial assets available for general expenditure, that is, without donor or other restrictions limiting their use, within one year of December 31, 2019 and 2018, comprise the following:

	2019		
	Operating	Custodial	Total
Cash and cash equivalents	\$ 2,952,758	\$ (195,446)	\$ 2,757,312
Contributions receivable	32,051,783	-	32,051,783
Less allowance for uncollectible	(5,124,305)	-	(5,124,305)
Accounts receivable	459,142	176,268	635,410
	<u>\$ 30,339,378</u>	<u>\$ (19,178)</u>	<u>\$ 30,320,200</u>
	2018		
	Operating	Custodial	Total
Cash and cash equivalents	\$ (292,432)	\$ 482,016	\$ 189,584
Contributions receivable	36,378,061	-	36,378,061
Less allowance for uncollectible	(5,583,215)	-	(5,583,215)
Accounts receivable	528,531	334,957	863,488
	<u>\$ 31,030,945</u>	<u>\$ 816,973</u>	<u>\$ 31,847,918</u>

UWGC's endowment funds consist of donor-restricted endowments and funds designated by the board as endowments. Income from donor-restricted endowments is restricted for specific purposes, with the exception of the amounts available for general use. Donor-restricted endowment funds are not available for general expenditure.

The board-designated endowment of \$19,695,070 and \$17,088,528 as of December 31, 2019 and 2018, respectively, is subject to an annual spending rate of 5% as described in Note P. Although UWGC does not intend to spend from the board-designated endowment (other than amounts appropriated for general expenditure as part of the Board's annual budget approval and appropriation), these amounts could be made available if necessary.

UNITED WAY OF GREATER CINCINNATI AND SUBSIDIARY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) DECEMBER 31, 2019 AND 2018

NOTE N – LIQUIDITY AND AVAILABILITY (continued)

UWGC manages its liquidity and reserves following three guiding principles: operating within a prudent range of financial soundness and stability, maintaining adequate liquid assets to fund near-term operating needs and maintaining sufficient reserves to provide reasonable assurance that long-term obligations will be discharged. UWGC maintains current financial assets less current liabilities at a minimum of 30 days operating expenses. UWGC has a policy to target a year-end balance of reserves of unrestricted, undesignated net assets to meet one and one half to three months of agency and partner community investments. To achieve these targets, UWGC regularly monitors cash flows, and monitors its reserves annually. In addition, UWGC Board reviews the summarized financial reports monthly.

NOTE O - DISCLOSURES ABOUT FAIR VALUE OF ASSETS

Fair value is the price that would be received to sell an asset in an orderly transaction between market participants at the measurement date. Fair value measurements must maximize the use of observable inputs and minimize the use of unobservable inputs. There is a hierarchy of three levels of inputs that may be used to measure fair value:

- Level 1** Quoted prices in active markets for identical assets or liabilities
- Level 2** Observable inputs other than Level 1 prices, 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
- Level 3** Unobservable inputs supported by little or no market activity and are significant to the fair value of the assets or liabilities

UNITED WAY OF GREATER CINCINNATI AND SUBSIDIARY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) DECEMBER 31, 2019 AND 2018

NOTE O - DISCLOSURES ABOUT FAIR VALUE OF ASSETS (continued)

Recurring Measurements

The following tables present the fair value measurements of assets recognized in the accompanying consolidated statements of financial position measured at fair value on a recurring basis, except those measured at cost or by using NAV per share as a practical expedient as identified in the following, at December 31, 2019 and 2018:

	Fair Value	Fair Value Measurements Using		Investments Measured at NAV (A)
		Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	
2019				
Investments				
Common stock	\$ 4,373,958	\$ 4,373,958	\$ -	\$ -
Corporate bonds	20,098,500	-	20,098,500	-
Equity mutual funds	10,999,091	10,999,091	-	-
Fixed income mutual funds	103,993	103,993	-	-
Money market investments	2,757,164	2,757,164	-	-
Pooled debt and equity funds	1,916,004	-	1,813,347	102,657
U.S. government securities	660,028	-	660,028	-
Hedge funds	1,165,056	-	-	1,165,056
Total	<u>\$ 42,073,794</u>	<u>\$ 18,234,206</u>	<u>\$ 22,571,875</u>	<u>\$ 1,267,713</u>
Beneficial interest in charitable trusts	<u>\$ 16,085,041</u>	<u>\$ -</u>	<u>\$ 16,085,041</u>	<u>\$ -</u>
	Fair Value	Fair Value Measurements Using		Investments Measured at NAV (A)
		Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	
2018				
Investments				
Common stock	\$ 6,409,511	\$ 6,409,511	\$ -	\$ -
Corporate bonds	14,487,066	-	14,487,066	-
Equity mutual funds	5,126,552	5,126,552	-	-
Fixed income mutual funds	165,546	165,546	-	-
Money market investments	9,584,107	9,584,107	-	-
Pooled debt and equity funds	1,719,031	-	1,618,836	100,195
U.S. government securities	304,146	-	304,146	-
Hedge funds	1,046,391	-	-	1,046,391
Total	<u>\$ 38,842,350</u>	<u>\$ 21,285,716</u>	<u>\$ 16,410,048</u>	<u>\$ 1,146,586</u>
Beneficial interest in charitable trusts	<u>\$ 13,780,981</u>	<u>\$ -</u>	<u>\$ 13,780,981</u>	<u>\$ -</u>

(A) Certain investments that are measured at fair value using the net asset value per share (or its equivalent) practical expedient have not been classified in the fair value hierarchy. The amounts included above are intended to permit reconciliation of the fair value hierarchy to the amounts presented in the consolidated statements of financial position.

UNITED WAY OF GREATER CINCINNATI AND SUBSIDIARY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) DECEMBER 31, 2019 AND 2018

NOTE O - DISCLOSURES ABOUT FAIR VALUE OF ASSETS (continued)

Following is a description of the valuation methodologies and inputs used for assets measured at fair value on a recurring basis and recognized in the accompanying consolidated statements of financial position, as well as the general classification of such assets pursuant to the valuation hierarchy. There have been no significant changes in the valuation techniques during the year ended December 31, 2019.

Investments

Where quoted market prices are available in an active market, securities are classified within Level 1 of the valuation hierarchy. Level 1 securities include common stock, equity mutual funds, fixed income mutual funds and money market investments. For investments, other than alternative investments, the inputs used by the pricing service to determine fair value may include one, or a combination of, observable inputs such as benchmark yields, reported trades, broker/dealer quotes, issuer spreads, two-sided markets, benchmark securities, bids, offers and reference data market research publications and are classified within Level 2 of the valuation hierarchy. These Level 2 securities include corporate bonds, pooled debt and equity funds, and U.S. government securities.

For alternative investments that have sufficient activity or liquidity within the fund, fair value is determined using the net asset value (or its equivalent) provided by the fund. These alternative investments include pooled debt and equity funds, which are comprised of marketable securities and are valued based on the underlying market values of the securities. There are no liquidity restrictions on these funds. The value of certain other alternative investments is determined using net asset value (or its equivalent) as a practical expedient. These alternative investments include a hedge fund of funds.

Beneficial Interest in Charitable Trusts

Fair value is estimated at the present value of the future distributions expected to be received approximated by the fair value of the underlying assets in these trusts, which are comprised of marketable securities. Due to the nature of the valuation inputs, the interest is classified within Level 2 of the hierarchy.

NOTE P - ENDOWMENT

UWGC's endowment consists of approximately 125 individual funds established for a variety of purposes. The endowment includes both donor-restricted endowment funds and funds designated by the governing body to function as endowments (board-designated endowment funds). As required by accounting principles generally accepted in the United States of America (GAAP), net assets associated with endowment funds, including board-designated endowment funds, are classified and reported based on the existence or absence of donor-imposed restrictions.

UNITED WAY OF GREATER CINCINNATI AND SUBSIDIARY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) DECEMBER 31, 2019 AND 2018

NOTE P - ENDOWMENT (continued)

UWGC's governing body has interpreted the State of Ohio Uniform Management of Institutional Funds Act (SPMIFA) as requiring 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, UWGC classifies as net assets with donor restrictions to be held in perpetuity (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 donor-restricted endowment funds is classified as net assets with donor restriction until those amounts are appropriated for expenditure by UWGC in a manner consistent with the standard of prudence prescribed by SPMIFA. In accordance with SPMIFA, UWGC considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

1. Duration and preservation of the fund
2. Purposes of UWGC and the fund
3. General economic conditions
4. Possible effect of inflation and deflation
5. Expected total return from investment income and appreciation or depreciation of investments
6. Other resources of UWGC
7. Investment policies of UWGC

The composition of net assets by type of endowment fund at December 31, 2019 and 2018 were:

	2019		
	Without Donor Restrictions	With Donor Restrictions	Total
Donor-restricted endowment funds	\$ -	\$ 4,532,592	\$ 4,532,592
Board-designated endowment funds	19,695,070	-	19,695,070
Total endowment funds	<u>\$ 19,695,070</u>	<u>\$ 4,532,592</u>	<u>\$ 24,227,662</u>

UNITED WAY OF GREATER CINCINNATI AND SUBSIDIARY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) DECEMBER 31, 2019 AND 2018

NOTE P - ENDOWMENT (continued)

	2018		
	Without Donor Restrictions	With Donor Restrictions	Total
Donor-restricted endowment funds	\$ -	\$ 3,722,522	\$ 3,722,522
Board-designated endowment funds	17,088,528	-	17,088,528
Total endowment funds	<u>\$ 17,088,528</u>	<u>\$ 3,722,522</u>	<u>\$ 20,811,050</u>

Changes in endowment net assets for the year ended December 31 were:

	2019		
	Without Donor Restrictions	With Donor Restrictions	Total
Endowment net assets, beginning of year	\$ 17,088,528	\$ 3,722,522	\$ 20,811,050
Investment return:			
Investment income	965,327	246,547	1,211,874
Net appreciation	2,487,018	582,071	3,069,089
Total investment return	<u>3,452,345</u>	<u>828,618</u>	<u>4,280,963</u>
Contributions	358,577	490,188	848,765
Appropriation of endowment assets for expenditure	(1,200,717)	(482,475)	(1,683,192)
Other changes	<u>(3,663)</u>	<u>(26,261)</u>	<u>(29,924)</u>
Endowment net assets, end of year	<u>\$ 19,695,070</u>	<u>\$ 4,532,592</u>	<u>\$ 24,227,662</u>

UNITED WAY OF GREATER CINCINNATI AND SUBSIDIARY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) DECEMBER 31, 2019 AND 2018

NOTE P - ENDOWMENT (continued)

	2018		Total
	Without Donor Restrictions	With Donor Restrictions	
Endowment net assets, beginning of year	\$ 20,818,792	\$ 4,240,884	\$ 25,059,676
Investment return:			
Investment income	3,200,230	759,281	3,959,511
Net depreciation	(4,667,162)	(1,133,930)	(5,801,092)
Total investment return	(1,466,932)	(374,649)	(1,841,581)
Contributions	1,084,785	603,411	1,688,196
Appropriation of endowment assets for expenditure	(3,345,276)	(715,182)	(4,060,458)
Other changes	(2,841)	(31,942)	(34,783)
Endowment net assets, end of year	<u>\$ 17,088,528</u>	<u>\$ 3,722,522</u>	<u>\$ 20,811,050</u>

From time to time, the fair value of assets associated with individual donor-restricted endowment funds may fall below the level UWGC is required to retain as a fund of perpetual duration pursuant to donor stipulation. No deficiencies of this nature are reported at December 31, 2019 and 2018.

UWGC has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to programs and other items supported by its endowment while seeking to maintain the purchasing power of the endowment. Endowment assets include those assets of donor-restricted endowment funds UWGC must hold in perpetuity or for donor-specified periods, as well as those of board-designated endowment funds. Under UWGC's policies, endowment assets are invested in a manner that is intended to produce results that exceed spending plus inflation while assuming a moderate level of investment risk. UWGC expects its endowment funds to provide an average rate of return of approximately 8% over time. Actual returns in any given year may vary from this amount.

To satisfy its long-term rate of return objectives, UWGC relies on a total return strategy in which investment returns are achieved through both current yield (investment income such as dividends and interest) and capital appreciation (both realized and unrealized). UWGC targets a diversified asset grant that places a greater emphasis on equity-based investments to achieve its long-term return objectives within prudent risk constraints.

UNITED WAY OF GREATER CINCINNATI AND SUBSIDIARY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) DECEMBER 31, 2019 AND 2018

NOTE P - ENDOWMENT (continued)

UWGC has a spending policy of appropriating for expenditures each year 5% of its endowment fund's average fair value over the prior 12 quarters through the year-end preceding the year in which expenditure is planned. In establishing this policy, UWGC considered the long-term expected return on its endowment. Accordingly, over the long term, UWGC expects the current spending policy to allow its endowment to grow at an average of 3% annually. This is consistent with UWGC's objective to maintain the purchasing power of 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 Q - CONCENTRATIONS

Contributions from one corporate donor and its employees were approximately 21% and 19% of total contributions revenue in 2019 and 2018, respectively.

NOTE R - CONTINGENCIES

UWGC is subject to claims and lawsuits that arise primarily in the ordinary course of its activities. It is the opinion of management that the disposition or ultimate resolution of such claims and lawsuits will not have a material adverse effect on the consolidated financial position, change in net assets and cash flows of UWGC.

NOTE S - SUBSEQUENT EVENTS

As a result of the spread of the SARS-CoV-2 virus and the incidence of COVID-19, economic uncertainties have arisen which may negatively affect the financial position, results of operations and cash flows of UWGC. There has been significant volatility in the investment markets both nationally and globally since December 31, 2019, resulting in an overall market decline in certain market segments which has resulted in a substantial decline in the value of certain portions of UWGC's investment portfolio. The duration of these uncertainties and the ultimate financial effects cannot be reasonably estimated at this time.

On March 27, 2020, President Trump signed into law the Coronavirus Aid, Relief, and Economic Security Act. In May 2020, UWGC received a loan in the amount of \$1,383,308 pursuant to the Paycheck Protection Program. UWGC anticipates using all of the proceeds to make eligible payments and, therefore, expects substantially all of the loan will be forgiven.

Subsequent events have been evaluated through June 10, 2020, which is the date the consolidated financial statements were available to be issued.

UNITED WAY OF GREATER CINCINNATI AND SUBSIDIARY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) DECEMBER 31, 2019 AND 2018

NOTE T - FUTURE CHANGE IN ACCOUNTING PRINCIPLE

Accounting for Leases

The Financial Accounting Standards Board amended its standard related to the accounting for leases. Under the new standard, lessees will now be required to recognize substantially all leases on the balance sheet as both a right-of-use asset and a liability. The standard has two types of leases for income statement recognition purposes: operating leases and finance leases.

Operating leases will result in the recognition of a single lease expenses on a straight-line basis over the lease term similar to the treatment for operating leases under existing standards. Finance leases will result in an accelerated expense similar to the accounting for capital leases under existing standards. The determination of lease classification as operating or finance will be done in a manner similar to existing standards. The new standard also contains amended guidance regarding the identification of embedded leases in service contracts and the identification of lease and nonlease components in an arrangement. The new standard is effective for annual periods beginning after December 15, 2021. UWGC is evaluating the impact the standard will have on the financial statements; however, the standard is expected to have a material impact on the consolidated financial statements due to the recognition of additional assets and liabilities for operating leases.

SUPPLEMENTARY INFORMATION

UNITED WAY OF GREATER CINCINNATI AND SUBSIDIARY

CONSOLIDATING SCHEDULE - FINANCIAL POSITION INFORMATION

December 31, 2019

	UWGC			UWGC Foundation		Eliminating Entries		Consolidated Totals			
	Without Donor Restrictions		With Donor Restrictions	Without Donor Restrictions	With Donor Restrictions	Without Donor Restrictions	With Donor Restrictions	Without Donor Restrictions		With Donor Restrictions	Totals
	Operating	Custodial						Operating	Custodial		
ASSETS											
Cash and cash equivalents	\$ 2,641,708	\$ (195,446)	\$ 1,643,864	\$ 311,050	\$ 345,643	\$ -	\$ -	\$ 2,952,758	\$ (195,446)	\$ 1,989,507	\$ 4,746,819
Contributions receivable	32,051,783	-	655,273	-	93,897	-	(93,897)	32,051,783	-	655,273	32,707,056
Less allowance for uncollectible	(5,124,305)	-	-	-	-	-	-	(5,124,305)	-	-	(5,124,305)
Accounts receivable	497,125	176,268	900,285	17,417	-	(55,400)	(823,285)	459,142	176,268	77,000	712,410
Software licenses	21,550	-	-	-	-	-	-	21,550	-	-	21,550
Investments	16,897,630	-	-	3,777,385	3,609,919	-	-	20,675,015	-	3,609,919	24,284,934
Endowment	455,234	-	-	16,524,893	577,022	-	-	16,980,127	-	577,022	17,557,149
Beneficial interest in charitable trusts	-	-	1,094,279	-	14,990,762	-	-	-	-	16,085,041	16,085,041
Interest in assets at other foundations	-	-	-	231,711	-	-	-	231,711	-	-	231,711
Other current assets	116,501	-	-	358,688	11,466	-	-	475,189	-	11,466	486,655
Note receivable	400,000	-	-	-	-	-	-	400,000	-	-	400,000
Land, buildings and equipment, net	12,144,076	-	-	-	-	-	-	12,144,076	-	-	12,144,076
TOTAL ASSETS	\$ 60,101,302	\$ (19,178)	\$ 4,293,701	\$ 21,221,144	\$ 19,628,709	\$ (55,400)	\$ (917,182)	\$ 81,267,046	\$ (19,178)	\$ 23,005,228	\$ 104,253,096
LIABILITIES											
Grants and designations payable	\$ 28,747,290	\$ -	\$ -	\$ 1,803,446	\$ -	\$ (978,685)	\$ -	\$ 29,572,051	\$ -	\$ -	\$ 29,572,051
Accounts payable	1,022,522	-	-	-	-	-	-	1,022,522	-	-	1,022,522
Accrued expenses	1,198,021	-	-	-	-	-	-	1,198,021	-	-	1,198,021
Capital lease obligation	45,200	-	-	-	-	-	-	45,200	-	-	45,200
Other liabilities	63,471	(19,178)	-	-	-	6,103	-	69,574	(19,178)	-	50,396
TOTAL LIABILITIES	31,076,504	(19,178)	-	1,803,446	-	(972,582)	-	31,907,368	(19,178)	-	31,888,190
NET ASSETS											
Without donor restrictions											
Undesignated	13,494,921	-	-	-	-	-	-	13,494,921	-	-	13,494,921
Designated by the Board	15,529,877	-	-	19,417,698	-	917,182	-	35,864,757	-	-	35,864,757
Total without donor restrictions	29,024,798	-	-	19,417,698	-	917,182	-	49,359,678	-	-	49,359,678
With donor restrictions											
Perpetual in nature	-	-	1,094,278	-	6,361,883	-	-	-	-	7,456,161	7,456,161
Purpose restrictions	-	-	1,575,030	-	12,457,677	-	(104,897)	-	-	13,927,810	13,927,810
Time-restricted for future periods	-	-	1,624,393	-	809,149	-	(812,285)	-	-	1,621,257	1,621,257
Total with donor restrictions	-	-	4,293,701	-	19,628,709	-	(917,182)	-	-	23,005,228	23,005,228
TOTAL NET ASSETS	29,024,798	-	4,293,701	19,417,698	19,628,709	917,182	(917,182)	49,359,678	-	23,005,228	72,364,906
TOTAL LIABILITIES AND NET ASSETS	\$ 60,101,302	\$ (19,178)	\$ 4,293,701	\$ 21,221,144	\$ 19,628,709	\$ (55,400)	\$ (917,182)	\$ 81,267,046	\$ (19,178)	\$ 23,005,228	\$ 104,253,096

UNITED WAY OF GREATER CINCINNATI AND SUBSIDIARY

CONSOLIDATING SCHEDULE - ACTIVITIES INFORMATION
For the Year Ended December 31, 2019

	UWGC		UWGC Foundation		Eliminating Entries		Consolidated Totals		
	Without Donor Restrictions	With Donor Restrictions	Totals						
PUBLIC SUPPORT & REVENUE									
Gross campaign results (2019/2020)	\$ 39,026,135	\$ 385,428	\$ -	\$ -	\$ (330,717)	\$ -	\$ 38,695,418	\$ 385,428	\$ 39,080,846
Less donor designations	(9,030,039)	-	-	-	-	-	(9,030,039)	-	(9,030,039)
Less provision for uncollectible	(3,041,742)	-	-	-	-	-	(3,041,742)	-	(3,041,742)
Net campaign revenue (2019/2020)	26,954,354	385,428	-	-	(330,717)	-	26,623,637	385,428	27,009,065
Gross campaign results (2018/2019)	4,785,836	105,000	-	-	-	-	4,785,836	105,000	4,890,836
Change in provision for uncollectible	1,124,832	-	-	-	-	-	1,124,832	-	1,124,832
Net campaign revenue (2018/2019)	5,910,668	105,000	-	-	-	-	5,910,668	105,000	6,015,668
Gross campaign results (2017/2018)	64,092	-	-	-	-	-	64,092	-	64,092
Change in provision for uncollectible	416,062	-	-	-	-	-	416,062	-	416,062
Net campaign revenue (2017/2018)	480,154	-	-	-	-	-	480,154	-	480,154
Other contributions	647,827	1,226,965	46,549	17,224	(149,340)	(840,284)	545,036	403,905	948,941
Designations from other United Ways	140,922	-	-	-	-	-	140,922	-	140,922
Service fees	471,529	-	-	-	(26,268)	-	445,261	-	445,261
Grants and contracts	65,440	12,341	-	-	-	-	65,440	12,341	77,781
Income on beneficial interest in charitable trusts	-	-	306,311	353,083	-	-	306,311	353,083	659,394
Net investment return	347,557	-	433,764	105,108	-	-	781,321	105,108	886,429
Net realized gain/(loss) on investments	(8,054)	-	519,946	141,439	-	-	511,892	141,439	653,331
Net unrealized gain/(loss) on investments	65,278	-	2,394,310	582,071	-	-	2,459,588	582,071	3,041,659
Fair value change of beneficial interest in charitable trusts	-	143,880	-	2,166,845	-	-	-	2,310,725	2,310,725
Donated materials and services	368,420	-	-	-	-	-	368,420	-	368,420
Miscellaneous income	292,191	-	7,632	-	-	-	299,823	-	299,823
Net assets released from restrictions	4,589,875	(4,589,875)	508,743	(508,743)	(953,200)	953,200	4,145,418	(4,145,418)	-
TOTAL PUBLIC SUPPORT AND REVENUE	40,326,161	(2,716,261)	4,217,255	2,857,027	(1,459,525)	112,916	43,083,891	253,682	43,337,573
EXPENSES									
Program services									
Grants and distributions	34,764,279	-	1,649,961	-	(1,320,341)	-	35,093,899	-	35,093,899
Less donor designations	(9,030,039)	-	-	-	-	-	(9,030,039)	-	(9,030,039)
Net grants and distributions	25,734,240	-	1,649,961	-	(1,320,341)	-	26,063,860	-	26,063,860
Other program services	6,161,432	-	-	-	-	-	6,161,432	-	6,161,432
Total program services	31,895,672	-	1,649,961	-	(1,320,341)	-	32,225,292	-	32,225,292
Supporting services	7,626,676	-	35,376	-	(26,268)	-	7,635,784	-	7,635,784
TOTAL EXPENSES	39,522,348	-	1,685,337	-	(1,346,609)	-	39,861,076	-	39,861,076
CHANGE IN NET ASSETS	803,813	(2,716,261)	2,531,918	2,857,027	(112,916)	112,916	3,222,815	253,682	3,476,497
NET ASSETS AT BEGINNING OF YEAR	28,220,985	7,009,962	16,885,780	16,771,682	1,030,098	(1,030,098)	46,136,863	22,751,546	68,888,409
NET ASSETS AT END OF YEAR	\$ 29,024,798	\$ 4,293,701	\$ 19,417,698	\$ 19,628,709	\$ 917,182	\$ (917,182)	\$ 49,359,678	\$ 23,005,228	\$ 72,364,906