

United Way of Greater Cincinnati and Subsidiary

Independent Auditor's Report and Consolidated Financial Statements

December 31, 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 statement of financial position as of December 31, 2018, and the related consolidated statements of activities, functional expenses and cash flows for the year 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 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 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, 2018, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Emphasis of Matter

As described in Note C to the consolidated financial statements, in 2018, the Organization adopted ASU 2016-14, *Not-for-Profit Entities (Topic 958): Presentation of Financial Statements of Not-for-Profit Entities*. Our opinion is not modified with respect to this matter.

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 17, 2019

UNITED WAY OF GREATER CINCINNATI AND SUBSIDIARY

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

December 31, 2018

	Without Donor Restrictions		With Donor Restrictions	Total
	Operating	Custodial		
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, 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 on investments	2,049,501	521,357	2,570,858
Net unrealized 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	41,018,566	(5,058,577)	35,959,989
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	<u>10,366,447</u>	<u>-</u>	<u>10,366,447</u>
Total program services	34,959,778	-	34,959,778
Supporting services	9,549,453	-	9,549,453
TOTAL EXPENSES	44,509,231	-	44,509,231
CHANGE IN NET ASSETS	(3,490,665)	(5,058,577)	(8,549,242)
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, 2018

	PROGRAM SERVICES				SUPPORT SERVICES				Total
	Community Impact	Direct Services	Central Services	Program Services Total	Organizational Administration	Fundraising	Support Services Total		
EXPENSES									
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	24,593,331	-	-	24,593,331	-	-	-	24,593,331	
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	4,658,142	1,599,889	592,796	6,850,827	3,018,504	3,435,035	6,453,539	13,304,366	
Contract services	1,426,670	148,006	13,896	1,588,572	328,508	317,027	645,535	2,234,107	
Office expenses	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	3,272,614	668,847	940,471	4,881,932	1,583,463	1,551,508	3,134,971	8,016,903	
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	\$ 32,305,475	\$ 2,268,736	\$ 385,567	\$ 34,959,778	\$ 4,565,410	\$ 4,984,043	\$ 9,549,453	\$ 44,509,231	

See Notes to Consolidated Financial Statements

UNITED WAY OF GREATER CINCINNATI AND SUBSIDIARY

CONSOLIDATED STATEMENT OF CASH FLOWS

For the Year Ended December 31, 2018

CASH FLOWS FROM OPERATING ACTIVITIES:

Change in net assets	\$ (8,549,242)
Adjustments to reconcile change in net assets to net cash provided by (used in) operating activities:	
Net realized gain on investments	(2,570,858)
Net unrealized loss on investments	5,768,975
Depreciation and amortization	662,927
Net gain on disposal of assets	(5,995)
Change in fair value of beneficial interest in charitable trusts	1,987,689
Provision for uncollectible contributions receivable	2,078,654
Reserve for software license obsolescence	258,161
Change in cash value of life insurance	32,840
Changes in:	
Contributions and accounts receivable	5,671,165
Software licenses	(288,795)
Other current and long-term assets and liabilities	79,879
Grants and accounts payable and accrued expenses	(6,535,906)
Net cash used in operating activities	<u>(1,410,506)</u>

CASH FLOWS FROM INVESTING ACTIVITIES:

Proceeds from sale of investments	218,119,668
Purchase of investments	(217,741,236)
Proceeds from sale of property and equipment	24,500
Purchase of property and equipment	(38,571)
Net cash provided by investing activities	<u>364,361</u>

CASH FLOWS FROM FINANCING ACTIVITIES:

Payment of capital lease obligations	(15,106)
Net cash used in financing activities	<u>(15,106)</u>
Decrease in cash and cash equivalents	(1,061,251)
Cash and cash equivalents at beginning of year	4,322,498
Cash and cash equivalents at end of year	<u>\$ 3,261,247</u>

SUPPLEMENTAL CASH FLOW INFORMATION:

Interest paid	\$ 482
Accounts payable incurred for purchase of property and equipment	\$ 44,103
Capital lease obligation incurred for purchase of property and equipment	\$ 60,306
Issuance of note receivable related to sale of investments	\$ 400,000

UNITED WAY OF GREATER CINCINNATI AND SUBSIDIARY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS DECEMBER 31, 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, 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, UWGC is 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, 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 consolidated 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, 2018, cash equivalents consisted primarily of money market mutual funds, excluding those held in brokerage accounts.

UWGC’s cash accounts exceeded federally insured limits by approximately \$2,930,600 at December 31, 2018.

UNITED WAY OF GREATER CINCINNATI AND SUBSIDIARY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)
DECEMBER 31, 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 consolidated statement 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 for 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 year ended December 31, 2018.

UNITED WAY OF GREATER CINCINNATI AND SUBSIDIARY

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

NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

7. Contributions Received

Revenues include contributions from the fundraising campaign conducted each fall to support the following year's activities. Direct contributions received without donor stipulations are reported as revenue and net assets without donor restrictions. Contributions received with a donor stipulation that limits their use are reported as revenue and net assets with donor restrictions. Contributions received are recorded in the year the related commitments are received as without donor restrictions or with donor restrictions revenue. When a donor stipulated time restriction ends or purpose restriction is accomplished, net assets with donor restrictions are classified to net assets without donor restrictions and reported in the statement of activities as net assets released from restrictions. 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 statement 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 2018 total approximately \$381,000 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 2018, the UWGC Board of Directors approved grants to fund agencies for the period January 1, 2019 to December 31, 2019.

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 statement of activities. The consolidated statement of functional expenses presents 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, 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.

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.

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.

UNITED WAY OF GREATER CINCINNATI AND SUBSIDIARY

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

NOTE C – CHANGE IN ACCOUNTING PRINCIPLE

In 2018, UWGC, adopted ASU 2016-14, *Not-For-Profit Entities (Topic 958): Presentation of Financial Statements of Not-For-Profit Entities*. A summary of the changes is as follows:

Statement of Financial Position

- The statement of financial position distinguishes between two new classes of net assets—those with donor-imposed restrictions and those without. This is a change from the previously required three classes of net assets—unrestricted, temporarily restricted and permanently restricted.

Statement of Activities

- Expenses are reported by both nature and function in one location.
- Investment income is shown net of external and direct internal investment expenses. Disclosure of the expenses netted against investment income is no longer required.

Notes to the Financial Statements

- Enhanced quantitative and qualitative disclosures provide additional information useful in assessing liquidity and cash flows available to meet operating expenses for one-year from the date of the Statement of Financial Position.

This change had no impact on previously reported total change in net assets.

NOTE D - CONTRIBUTIONS RECEIVABLE

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

	<u>Contributions Receivable</u>	<u>Allowance for Uncollectible</u>	<u>Net Contributions Receivable</u>
Campaign 2018-2019	\$ 30,352,387	\$ (3,255,798)	\$ 27,096,589
Campaign 2017-2018	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>

UNITED WAY OF GREATER CINCINNATI AND SUBSIDIARY

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

NOTE D - CONTRIBUTIONS RECEIVABLE (continued)

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

Within one year	\$ 1,631,913
One to five years	2,961,848
	<hr/>
	4,593,761
Less: present value component	(104,301)
Total contributions receivable	<hr/> \$ 4,489,460
Included in without donor restrictions contributions above	\$ 2,117,093
Included in with donor restrictions contributions	2,372,367
Total	<hr/> \$ 4,489,460

NOTE E - ACCOUNTS RECEIVABLE

Accounts receivable at December 31, 2018 consists of:

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

All accounts were deemed collectible as of December 31, 2018.

UNITED WAY OF GREATER CINCINNATI AND SUBSIDIARY

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

NOTE F - INVESTMENTS

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

	<u>Cost</u>	<u>Net Unrealized Gain (Loss)</u>	<u>Fair Value</u>
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	<u>1,000,000</u>	<u>46,391</u>	<u>1,046,391</u>
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, 2018 consist of the following:

	<u>Fair Value</u>	<u>Unfunded Commitments</u>	<u>Redemption Frequency (if currently eligible)</u>	<u>Redemption Notice Period</u>
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, 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, 2018 was \$721,684. 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, 2018 consists of:

	<u>Cost</u>	<u>Accumulated Depreciation</u>	<u>Net Book Value</u>
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>

UNITED WAY OF GREATER CINCINNATI AND SUBSIDIARY

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

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 \$4,699,982 at December 31, 2018.

UWGC's participation in this plan for the annual period ended December 31, 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
Pension Plan for Employees of United Way of Greater Cincinnati and Affiliated Agencies	31-0537502/PN 333	N/A	\$ 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 year 2018. At the date the consolidated financial statements were issued, the Form 5500 was not available for the plan year ending in 2018.

At December 31, 2018, UWGC's liability on a funding basis had a surplus estimated at \$1,705,333 based on the current Plan's actuarial data and asset value as of January 1, 2019. 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.

UNITED WAY OF GREATER CINCINNATI AND SUBSIDIARY

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

NOTE J - PENSION PLAN (continued)

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 year ended December 31, 2018 was \$671,708 and is included in employee benefits expense.

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. The retirement expense for the defined benefit plan for the UWGC affiliated agency for the year ended December 31, 2018 was \$286,818 and is included in employee benefits expense.

NOTE K - NET ASSETS WITH DONOR RESTRICTIONS

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

Held as beneficial interest in charitable trusts	\$ 7,926,109
Capital campaign	162,500
Use in future periods	2,701,673
Child Poverty Collaborative	900,294
Partners for a Competitive Workforce	895,388
Success By 6	1,105,116
Various purpose restrictions	2,628,572
Perpetual in nature	<u>6,431,894</u>
Total	<u>\$ 22,751,546</u>

UNITED WAY OF GREATER CINCINNATI AND SUBSIDIARY

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

NOTE K - NET ASSETS WITH DONOR RESTRICTIONS (continued)

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

Expiration of time restrictions	\$ 1,732,340
Satisfaction of purpose restrictions	
Partners for a Competitive Workforce	307,290
Success By 6	453,487
Various purpose restrictions	943,700
Distributions (proceeds are not restricted by donors)	
Beneficial interest in charitable trusts held by others	31,991
	<hr/>
	3,468,808
Restricted-purpose spending-rate distributions and appropriations	
	<hr/>
	706,432
	<hr/>
	\$ 4,175,240

NOTE L - NET ASSETS WITHOUT DONOR RESTRICTIONS

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

Undesignated UWGC net assets as follows:

Amounts invested in land, buildings and equipment, or designated by the Board for such purposes	\$ 13,696,258
Total Undesignated	<hr/> 13,696,258

UWGC assets designated by the Board as follows:

Middletown Community Foundation	563,634
Campaign distribution for operating budget	8,488,800
Campaign distribution for undetermined allocations	3,242,584
UWGC program initiatives	286,342
Board restricted investments	513,641
Other designations	46,914
Foundation allocations for operating and capital budgets	1,030,098
Foundation designated for UWGC campaign	4,950,068
Foundation designated for endowment	11,935,711
UWGC operating reserves	1,382,813
Total Board Designated	<hr/> 32,440,605
Total	\$ 46,136,863

UNITED WAY OF GREATER CINCINNATI AND SUBSIDIARY

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

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.

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, 2018, comprise the following:

	<u>Operating</u>	<u>Custodial</u>	<u>Total</u>
ASSETS			
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 receives significant contributions restricted by donors and considers contributions restricted for programs which are ongoing, major and central to its annual operations to be available to meet cash needs for general expenditures. For the year ended December 31, 2018, contributions of \$30,794,846 were included in financial assets available to meet cash needs for general expenditures within one year.

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 \$17,088,528 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.

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.

UNITED WAY OF GREATER CINCINNATI AND SUBSIDIARY

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

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; 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

Recurring Measurements

The following table presents the fair value measurements of assets recognized in the accompanying consolidated statement 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, 2018:

	Fair Value Measurements Using				
	Fair Value	Quoted Prices in Active Markets for Identical Assets	Significant Other Observable Inputs	Investments Measured at NAV (A)	
		(Level 1)	(Level 2)		
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	\$ 38,842,350	\$ 21,285,716	\$ 16,410,048	\$ 1,146,586	
Beneficial interest in charitable trusts	\$ 13,780,981	\$ -	\$ 13,780,981	\$ -	

(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 statement of financial position.

UNITED WAY OF GREATER CINCINNATI AND SUBSIDIARY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) **DECEMBER 31, 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 statement 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, 2018.

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, 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 restriction 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, 2018 were:

	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>

UNITED WAY OF GREATER CINCINNATI AND SUBSIDIARY

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

NOTE P - ENDOWMENT (continued)

Changes in endowment net assets for the year ended December 31, 2018 were:

	Without Donor Restrictions	With Donor Restrictions	Total
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, 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.

UNITED WAY OF GREATER CINCINNATI AND SUBSIDIARY

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

NOTE P - ENDOWMENT (continued)

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.

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 19% of total contributions revenue in 2018.

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

Subsequent events have been evaluated through June 17, 2019, 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, 2018**

NOTE T – FUTURE CHANGE IN ACCOUNTING PRINCIPLE

Revenue Recognition

The Financial Accounting Standards Board amended its standards related to revenue recognition. This amendment replaces all existing revenue recognition guidance and provides a single, comprehensive revenue recognition model for all contracts with customers. The guidance provides a five-step analysis of transactions to determine when and how revenue is recognized. Other major provisions include capitalization of certain contract costs, consideration of the time value of money in the transaction price and allowing estimates of variable consideration to be recognized before contingencies are resolved in certain circumstances. The amendment also requires additional disclosure about the nature, amount, timing and uncertainty of revenue and cash flows arising from customer contracts, including significant judgments and changes in those judgments and assets recognized from costs incurred to fulfill a contract. The standard allows either full or modified retrospective adoption effective for annual periods beginning after December 15, 2018, for nonpublic entities. UWGC is in the process of evaluating the impact the amendment will have on the consolidated financial statements.

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 expense 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, 2019. 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.

SUPPLEMENTAL INFORMATION

UNITED WAY OF GREATER CINCINNATI AND SUBSIDIARY

CONSOLIDATING SCHEDULE - FINANCIAL POSITION INFORMATION

December 31, 2018

	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		
	Operating	Custodial								Operating	Custodial	Totals	
ASSETS													
Cash and cash equivalents	\$ (434,505)	\$ 482,016	\$ 2,812,572		\$ 142,073	\$ 259,091		\$ -	\$ -	\$ (292,432)	\$ 482,016	\$ 3,071,663	\$ 3,261,247
Contributions receivable	35,378,061	-	2,372,367		-	206,898		1,000,000	(206,898)	36,378,061	-	2,372,367	38,750,428
Less allowance for uncollectible	(5,583,215)									(5,583,215)			(5,583,215)
Accounts receivable	2,966,345	334,957	874,625		1,017,586	-		(3,455,400)	(823,200)	528,531	334,957	51,425	914,913
Software licenses	30,634	-	-		-	-				30,634	-	-	30,634
Investments	14,759,868	-	-		3,294,861	-		-	-	18,054,729	-	-	18,054,729
Endowment	563,635	-	-		16,524,893	3,463,431		-	-	17,088,528	-	3,463,431	20,551,959
Beneficial interest in charitable trusts	-	-	950,398		-	12,830,583		-	-	-	-	13,780,981	13,780,981
Interest in assets at other foundations	-	-	-		235,662	-		-	-	235,662	-	-	235,662
Other current assets	262,371	-	-		354,905	11,679		-	-	617,276	-	11,679	628,955
Note receivable	400,000	-	-		-	-		-	-	400,000	-	-	400,000
Land, buildings and equipment, net	12,690,631	-	-		-	-		-	-	12,690,631	-	-	12,690,631
TOTAL ASSETS	\$ 61,033,825	\$ 816,973	\$ 7,009,962		\$ 21,569,980	\$ 16,771,682		\$ (2,455,400)	\$ (1,030,098)	\$ 80,148,405	\$ 816,973	\$ 22,751,546	\$ 103,716,924
LIABILITIES													
Grants and designations payable	\$ 28,080,190	\$ -	\$ -		\$ 4,684,200	\$ -		\$ (3,508,600)	\$ -	\$ 29,255,790	\$ -	\$ -	\$ 29,255,790
Accounts payable	3,583,292	-	-		-	-		-	-	3,583,292	-	-	3,583,292
Accrued expenses	1,026,664	-	-		-	-		-	-	1,026,664	-	-	1,026,664
Capital lease obligation	45,200	-	-		-	-		-	-	45,200	-	-	45,200
Other liabilities	77,494	816,973	-		-	-		23,102	-	100,596	816,973	-	917,569
TOTAL LIABILITIES	32,812,840	816,973	-		4,684,200	-		(3,485,498)	-	34,011,542	816,973	-	34,828,515
NET ASSETS													
Without donor restrictions													
Undesignated	13,696,258	-	-		-	-		-	-	13,696,258	-	-	13,696,258
Designated by the Board	14,524,727	-	-		16,885,780	-		1,030,098	-	32,440,605	-	-	32,440,605
Total without donor restrictions	28,220,985	-	-		16,885,780	-		1,030,098	-	46,136,863	-	-	46,136,863
With donor restrictions	-									-	-	-	
Perpetual in nature	-	-	950,398		-	5,481,496		-	-	-	-	6,431,894	6,431,894
Purpose restrictions	-	-	3,373,840		-	10,481,037		-	(236,798)	-	-	13,618,079	13,618,079
Time-restricted for future periods	-	-	2,685,724		-	809,149		-	(793,300)	-	-	2,701,573	2,701,573
Total with donor restrictions	-	-	7,009,962		-	16,771,682		-	(1,030,098)	-	-	22,751,546	22,751,546
TOTAL NET ASSETS	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
TOTAL LIABILITIES AND NET ASSETS	\$ 61,033,825	\$ 816,973	\$ 7,009,962		\$ 21,569,980	\$ 16,771,682		\$ (2,455,400)	\$ (1,030,098)	\$ 80,148,405	\$ 816,973	\$ 22,751,546	\$ 103,716,924

UNITED WAY OF GREATER CINCINNATI AND SUBSIDIARY

CONSOLIDATING SCHEDULE - ACTIVITIES INFORMATION

For the Year Ended December 31, 2018

	UWGC		UWGC Foundation		Eliminating Entries		Consolidated Totals		
	Without Donor Restrictions	With Donor Restrictions	Totals						
PUBLIC SUPPORT & REVENUE									
Gross campaign results (2018/2019)	\$ 40,434,464	\$ 249,841	\$ -	\$ -	\$ (316,159)	\$ -	\$ 40,118,305	\$ 249,841	\$ 40,368,146
Less donor designations	(7,922,865)	-	-	-	-	-	(7,922,865)	-	(7,922,865)
Less provision for uncollectible	(3,274,785)	-	-	-	-	-	(3,274,785)	-	(3,274,785)
Net campaign revenue (2018/2019)	29,236,814	249,841	-	-	(316,159)	-	28,920,655	249,841	29,170,496
Gross campaign results (2017/2018)	4,002,897	75,000	-	-	(25,000)	-	3,977,897	75,000	4,052,897
Change in provision for uncollectible	879,899	-	-	-	-	-	879,899	-	879,899
Net campaign revenue (2017/2018)	4,882,796	75,000	-	-	(25,000)	-	4,857,796	75,000	4,932,796
Gross campaign results (2016/2017)	-	-	-	-	-	-	-	-	-
Change in provision for uncollectible	316,232	-	-	-	-	-	316,232	-	316,232
Net campaign revenue (2016/2017)	316,232	-	-	-	-	-	316,232	-	316,232
Other contributions	3,053,644	1,468,901	1,293,105	54,270	(2,471,475)	(853,065)	1,875,274	670,106	2,545,380
Designations from other United Ways	193,112	-	-	-	-	-	193,112	-	193,112
Service fees	811,459	-	-	-	(31,991)	-	779,468	-	779,468
Grants and contracts	118,366	60,000	-	-	-	-	118,366	60,000	178,366
Income on beneficial interest in charitable trusts	-	-	297,679	424,005	-	-	297,679	424,005	721,684
Net investment return	358,390	-	997,115	237,924	-	-	1,355,505	237,924	1,593,429
Net realized gain/(loss) on investments	(114,659)	-	2,164,160	521,357	-	-	2,049,501	521,357	2,570,858
Net unrealized gain/(loss) on investments	(45,384)	-	(4,589,661)	(1,133,930)	-	-	(4,635,045)	(1,133,930)	(5,768,975)
Fair value change of beneficial interest in charitable trusts	-	(121,921)	-	(1,865,768)	-	-	-	(1,987,689)	(1,987,689)
Donated materials and services	381,020	-	-	-	-	-	381,020	-	381,020
Miscellaneous income	296,135	-	37,628	49	-	-	333,763	49	333,812
Net assets released from restrictions	4,401,367	(4,401,367)	747,173	(747,173)	(973,300)	973,300	4,175,240	(4,175,240)	-
TOTAL PUBLIC SUPPORT AND REVENUE	43,889,292	(2,669,546)	947,199	(2,509,266)	(3,817,925)	120,235	41,018,566	(5,058,577)	35,959,989
EXPENSES									
Program services									
Grants and distributions	31,151,245	-	5,030,650	-	(3,665,699)	-	32,516,196	-	32,516,196
Less donor designations	(7,922,865)	-	-	-	-	-	(7,922,865)	-	(7,922,865)
Net grants and distributions	23,228,380	-	5,030,650	-	(3,665,699)	-	24,593,331	-	24,593,331
Other program services	10,366,447	-	-	-	-	-	10,366,447	-	10,366,447
Total program services	33,594,827	-	5,030,650	-	(3,665,699)	-	34,959,778	-	34,959,778
Supporting services	9,540,774	-	40,670	-	(31,991)	-	9,549,453	-	9,549,453
TOTAL EXPENSES	43,135,601	-	5,071,320	-	(3,697,690)	-	44,509,231	-	44,509,231
CHANGE IN NET ASSETS	753,691	(2,669,546)	(4,124,121)	(2,509,266)	(120,235)	120,235	(3,490,665)	(5,058,577)	(8,549,242)
NET ASSETS AT BEGINNING OF YEAR	27,467,294	9,679,508	21,009,901	19,280,948	1,150,333	(1,150,333)	49,627,528	27,810,123	77,437,651
NET ASSETS AT END 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