FINANCIAL STATEMENTS

June 30, 2020 and 2019

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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors United Way of Kenosha County, Inc. Kenosha, Wisconsin

We have audited the accompanying financial statements of United Way of Kenosha County, Inc., which comprise the statements of financial position as of June 30, 2020 and 2019, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

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

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our 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 financial statements are free from material misstatement.

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

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

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of United Way of Kenosha County, Inc. as of June 30, 2020 and 2019, 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.

Adoption of New Accounting Guidance

As discussed in Note 1 to the financial statements, United Way of Kenosha County, Inc. adopted the Financial Accounting Standards Board's Accounting Standards Update No. 2018-08, Not-For-Profit Entities (Topic 958): Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made, as of July 1, 2019. Our opinion is not modified with respect to this matter.

Wegner CPAs, LLP Waukesha, Wisconsin September 15, 2020

STATEMENTS OF FINANCIAL POSITION June 30, 2020 and 2019

400570	2020	2019
Cash Certificates of deposit Unconditional promises to give, net Interest receivable Prepaid expenses Office equipment Accumulated depreciation	\$ 1,501,831 295,551 217,117 1,554 9,612 28,124 (27,267)	\$ 1,335,115 290,526 209,652 1,239 11,663 34,289 (32,698)
Total assets	\$ 2,026,522	\$ 1,849,786
LIABILITIES Accounts payable Accounts payable, donor designations Accrued payroll Advance Paycheck Protection Program loan Total liabilities	\$ 8,111 31,280 27,810 29,278 87,000	\$ 8,084 33,184 28,360 24,689
NET ASSETS Without donor restrictions With donor restrictions Total net assets	345,169 1,497,874 1,843,043	361,308 1,394,161 1,755,469
Total liabilities and net assets	\$ 2,026,522	\$ 1,849,786

UNITED WAY OF KENOSHA COUNTY, INC. STATEMENT OF ACTIVITIES Year Ended June 30, 2020

	Without Donor Restrictions	With Donor Restrictions	Total
SUPPORT AND OTHER REVENUE Gross campaign results for the current year Less donor designations Less provision for uncollectible promises	\$ - - - -	\$ 564,064 (60,615) (45,400)	\$ 564,064 (60,615) (45,400)
Net campaign revenue for the current year	-	458,049	458,049
Gross campaign results for the subsequent year Less provision for uncollectible promises		32,715 (1,800)	32,715 (1,800)
Net campaign revenue for the subsequent year	-	30,915	30,915
Service fees Contributions Building Our Future contributions Community event sponsorships Interest Other	6,936 15,044 - 4,215 12,674 9,861	189,896 446,250 4,734 -	6,936 204,940 446,250 8,949 12,674 9,861
Total support and other revenue	48,730	1,129,844	1,178,574
EXPENSES Program services			
Community Impact Community Services Building Our Future	532,907 19,457 335,128	- - -	532,907 19,457 335,128
Total program services	887,492	-	887,492
Supporting activities Management and General Fundraising	136,509 66,999	<u> </u>	136,509 66,999
Total expenses	1,091,000	-	1,091,000
NET ASSETS RELEASED FROM RESTRICTIONS Satisfaction of purpose restrictions Expiration of time restrictions	519,977 506,154	(519,977) (506,154)	
Change in net assets	(16,139)	103,713	87,574
Net assets at beginning of year	361,308	1,394,161	1,755,469
Net assets at end of year	\$ 345,169	\$ 1,497,874	\$ 1,843,043

UNITED WAY OF KENOSHA COUNTY, INC. STATEMENT OF ACTIVITIES Year Ended June 30, 2019

	Without Donor Restrictions	With Donor Restrictions	Total
SUPPORT AND OTHER REVENUE Gross campaign results for the current year Less donor designations Less provision for uncollectible promises	\$ - 1,299 -	\$ 634,423 (73,443) (36,000)	\$ 634,423 (72,144) (36,000)
Net campaign revenue for the current year	1,299	524,980	526,279
Gross campaign results for the subsequent year Less provision for uncollectible promises	<u>-</u>	22,191 (1,100)	22,191 (1,100)
Net campaign revenue for the subsequent year	-	21,091	21,091
Service fees Contributions Building Our Future contributions Community event sponsorships Interest Other	6,930 46,322 - 16,290 16,901 9,136	51,250 312,009 14,800 -	6,930 97,572 312,009 31,090 16,901 9,136
Total support and other revenue	96,878	924,130	1,021,008
EXPENSES Program services			
Community Impact Community Services Building Our Future	455,639 17,246 275,779	- - -	455,639 17,246 275,779
Total program services	748,664	-	748,664
Supporting activities Management and General Fundraising	154,189 84,540	<u> </u>	154,189 84,540
Total expenses	987,393	-	987,393
NET ASSETS RELEASED FROM RESTRICTIONS Satisfaction of purpose restrictions Expiration of time restrictions	348,985 527,344	(348,985) (527,344)	
Change in net assets	(14,186)	47,801	33,615
Net assets at beginning of year	375,494	1,346,360	1,721,854
Net assets at end of year	\$ 361,308	\$ 1,394,161	\$ 1,755,469

UNITED WAY OF KENOSHA COUNTY, INC. STATEMENT OF FUNCTIONAL EXPENSES Year Ended June 30, 2020

	Program Services			Supporting Activities							
		ommunity Impact		mmunity ervices	Building ur Future		nagement d General	<u>Fun</u>	ndraising	<u>E</u>	Total xpenses
Grants	\$	356,000	\$	5,000	\$ _	\$	-	\$	_	\$	361,000
Personnel		121,710		6,263	293,390		98,436		46,495		566,294
Professional fees		10,095		20	2,500		19,073		147		31,835
Office supplies		2,553		19	462		370		276		3,680
Telephone		1,809		88	1,550		1,375		651		5,473
Information technology		14,677		2,703	718		7,217		8,018		33,333
Printing and postage		1,195		45	858		410		447		2,955
Occupancy		9,848		347	17,333		5,415		2,565		35,508
Equipment rental		768		41	2,066		645		306		3,826
Advertising and promotion		6,329		126	103		-		2,821		9,379
Dues and subscriptions		2,679		144	7,209		2,252		1,067		13,351
Travel		141		-	4,509		41		49		4,740
Conferences and meetings		281		386	2,188		73		3,213		6,141
Insurance		614		33	1,654		517		245		3,063
Community events		-		4,242	486		-		296		5,024
Depreciation		734		-	-		-		-		734
Miscellaneous		3,474		<u>-</u>	 102		685		403		4,664
Total expenses	\$	532,907	\$	19,457	\$ 335,128	\$	136,509	\$	66,999	\$	1,091,000

UNITED WAY OF KENOSHA COUNTY, INC. STATEMENT OF FUNCTIONAL EXPENSES Year Ended June 30, 2019

	Program Services				Supporting Activities						
	C	ommunity Impact		mmunity ervices	Building ur Future		nagement d General	Fu	ndraising	E	Total xpenses
Grants	\$	279,850	\$	5,000	\$ -	\$	-	\$	-	\$	284,850
Personnel		106,034		4,234	225,526		112,997		51,843		500,634
Professional fees		6,124		-	2,500		20,934		-		29,558
Office supplies		3,541		12	302		613		215		4,683
Telephone		1,886		67	1,464		1,637		757		5,811
Information technology		14,670		2,048	1,433		6,056		7,363		31,570
Printing and postage		1,765		76	825		471		694		3,831
Occupancy		12,254		263	16,030		6,263		2,970		37,780
Equipment rental		731		29	1,783		698		330		3,571
Advertising and promotion		7,445		102	11,960		188		3,863		23,558
Dues and subscriptions		2,828		113	6,897		2,695		1,278		13,811
Travel		899		-	2,493		289		377		4,058
Conferences and meetings		523		1,173	2,791		-		14,199		18,686
Insurance		597		24	1,457		569		270		2,917
Donated gift distributions		12,377		-	-		-		-		12,377
Community events		500		4,105	96		-		-		4,701
Depreciation		612		-	-		_		-		612
Miscellaneous		3,003		-	 222		779		381		4,385
Total expenses	\$	455,639	\$	17,246	\$ 275,779	\$	154,189	\$	84,540	\$	987,393

UNITED WAY OF KENOSHA COUNTY, INC. STATEMENTS OF CASH FLOWS Years Ended June 30, 2020 and 2019

	2020			2019
CASH FLOWS FROM OPERATING ACTIVITIES Change in net assets Adjustments to reconcile change in net assets	\$	87,574	\$	33,615
to net cash flows from operating activities Depreciation Provision for uncollectible promises (Increase) decrease in assets		734 47,200		612 37,100
Unconditional promises to give Interest receivable Prepaid expenses		(54,665) (315) 2,051		(29,964) (560) 704
Increase (decrease) in liabilities Accounts payable Accounts payable, donor designations Accrued payroll Advance		27 (1,904) (550) 4,589		1,367 (16,069) 6,804 24,689
Net cash flows from operating activities		84,741		58,298
CASH FLOWS FROM INVESTING ACTIVITIES Interest retained in certificates of deposit Purchases of office equipment		(5,025)		(2,711) (2,203)
Net cash flows from investing activities		(5,025)		(4,914)
CASH FLOWS FROM FINANCING ACTIVITIES Proceeds from Paycheck Protection Program loan		87,000		
Change in cash		166,716		53,384
Cash at beginning of year		1,335,115		1,281,731
Cash at end of year	\$	1,501,831	\$	1,335,115

NOTES TO FINANCIAL STATEMENTS June 30, 2020 and 2019

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Nature of Activities

United Way of Kenosha County, Inc. (the Organization) is a 501(c)(3) operating under the laws of the State of Wisconsin with a mission to mobilize the caring power of the local community to advance the common good. The Organization is supported primarily by workplace giving campaigns and grants as well as local businesses, foundations and other government and private funders. The Organization envisions a community in which all individuals and families in Kenosha County achieve their human potential through education, financial stability and healthy lives. With a passion and reputation for mobilizing the caring power of local residents, the Organization improves lives today and in the future by engaging people in meaningful volunteer opportunities, coordinating community efforts and directing resources to programs and services that achieve measureable impact.

Promises to Give

The Organization's unconditional promises to give consist of amounts due from businesses and individuals. The provision for uncollectible promises is computed based on historical collectability of promises and current economic conditions in the community and approved by the board of directors and adjusted by management estimates. Promises to give deemed uncollectible are charged against the provision for uncollectible promises in the period that determination is made. Recoveries of promises to give previously written off are recorded when received.

Office Equipment

All acquisitions of office equipment in excess of \$2,000 and all expenditures for repairs, maintenance, renewals, and betterments that materially prolong the useful lives of assets are capitalized. Office equipment is carried at cost or, if donated, at the approximate fair value at the date of donation. Depreciation is computed using the straight-line method.

Contributions

Contributions received are recorded as increases in net assets without donor restrictions and net assets with donor restrictions depending on the existence of any donor restrictions. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statements of activities as net assets released from restrictions.

Contributions designated to member and non-member agencies are not included in the current year campaign revenue reported in the statements of activities. In accordance with requirements for accounting for contributions received and contributions made, such contributions are included only on the statements of financial position as a payable to the agency as designated.

Donor designated contributions are assessed both a fundraising and a management and general fee based on actual historical costs in accordance with the United Way Worldwide Membership Standards as outlined in its publication titled Cost Deduction Standards for Membership Requirement M.

NOTES TO FINANCIAL STATEMENTS June 30, 2020 and 2019

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Donated Services

Donated services are recognized as contributions if the services (a) create or enhance nonfinancial assets or (b) require specialized skills, are performed by people with those skills, and would otherwise be purchased by the Organization. Volunteers also supported the Organization's program services and fund raising campaigns throughout the year; however, these services are not recognized as contributions in the financial statements since the recognition criteria were not met.

Expense Allocation

The financial statements report certain categories of expenses that are attributable to more than one program service or supporting activity. Therefore, these expenses require allocation on a reasonable basis that is consistently applied. The expenses that are allocated include personnel, office supplies, telephone, and information technology, which are allocated on the basis of estimates of time and effort.

The following program services and supporting activities are included in the accompanying financial statements:

Community Impact – The Organization is committed to supporting programs and initiatives that provide community solutions and deliver measurable results. Goals and objectives are based on current community needs and aligned with key county-wide priorities. The Organization supports: Community Program Grants, Youth As Resources (YAR), Volunteer Income Tax Assistance (VITA), Readers Are Leaders Tutoring Program, which is currently in five schools, and the FamilyWize Prescription Drug Program.

Community Services – The Organization leverages the efforts of a diverse group of dedicated volunteers who have a positive impact on those living within the community. The Organization operates and maintains a Volunteer Center; a web-based platform that allows agencies to post volunteer opportunities, in-kind needs, employment opportunities and upcoming events. The Organization holds several large-scale volunteer efforts each year to connect individuals and employees with the local community and nonprofit organizations; including Day of Caring, Day of Action and the Readers Are Leaders event. The Organization is engaged with the Kenosha Emergency Services Network to stay up-to-date on the services available in the County and act as a referral source to those needing help in our community by funding the local Impact 2-1-1 service. The Organization utilizes its extensive relationships within the local community to act as a "Community Convener."

Building Our Future – The Organization acts as the financial backbone and facilitator of Building Our Future. The educational "cradle to career" initiative requires communities to work collectively by identifying areas of weakness, marshalling resources to solve problems and using data to drive action and decision making to improve outcomes for students of all ages.

NOTES TO FINANCIAL STATEMENTS
June 30, 2020 and 2019

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Management and General—Includes accounting and production of financial reports, oversight of the annual budget, supervision of departments and programs, maintenance of personnel records, attending general board and committee meetings, and any other administrative and office services necessary for the Organization.

Fundraising—Provides the structure necessary to encourage and secure private financial support from individuals, foundation, and corporations.

Estimates

Management uses estimates and assumptions in preparing financial statements. Those estimates and assumptions affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities, and the reported revenues and expenses. On an ongoing basis, management evaluates the estimates and assumptions based on new information. Management believes that the estimates and assumptions are reasonable in the circumstances; however, actual results could differ from those estimates.

Income Tax Status

The Organization is exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code.

Adoption of New Accounting Guidance

On June 21, 2018, the Financial Accounting Standards Board issued Accounting Standards Update (ASU) No. 2018-08, Not-for-Profit Entities (Topic 958): Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made. The ASU provides a more robust framework for evaluating whether transactions such as grants and similar contracts with government agencies and others should be accounted for as exchange transactions or contributions. The ASU also assists entities in determining whether a contribution is conditional. The Organization adopted the requirements of the ASU as of July 1, 2019. The changes in the ASU have been applied on a modified prospective basis, that is, the changes have been applied to agreements that are either not completed as of July 1, 2019, or entered into after that date.

Reclassifications

Certain amounts in the prior year financial statements have been reclassified for comparative purposes to conform with the presentation in the current year financial statements.

Date of Management's Review

Management has evaluated subsequent events through September 15, 2020, the date which the financial statements were available to be issued.

NOTES TO FINANCIAL STATEMENTS June 30, 2020 and 2019

NOTE 2 – CONCENTRATIONS OF CREDIT RISK

The Organization maintains cash balances at several financial institutions located in southeastern Wisconsin. Accounts at each institution are insured by the Federal Deposit Insurance Corporation or the National Credit Union Administration up to \$250,000. At June 30, 2020 and 2019, the Organization's uninsured cash balances total approximately \$207,000 and \$3.500, respectively.

NOTE 3 - PROMISES TO GIVE

Unconditional promises to give are as follows:

	2020			2019
2017/18 campaign 2018/19 campaign 2019/20 campaign 2020/21 campaign IRS VITA Building Our Future Readers Are Leaders event Other	\$	3,024 225,040 21,149 5,779 10,000	\$	2,124 212,603 13,747 - 14,796 - 1,500 2,082
Total unconditional promises to give	\$	265,417	\$	246,852
		2020		2019
Receivable in less than one year Less allowance for uncollectible promises to give	\$	265,417 (48,300)	\$	246,852 (37,200)
Unconditional promises to give, net	\$	217,117	\$	209,652

The Organization received promises to give of \$185,000 for Building Our Future as of June 30, 2020 that are conditioned upon program requirements. These promises will be recognized as revenue when the respective conditions are met in future years.

NOTE 4 - PAYCHECK PROTECTION PROGRAM LOAN

On April 16, 2020, the Organization received a \$87,000 loan under the Paycheck Protection Program established by the Coronavirus Aid, Relief, and Economic Security Act and administered by the U.S. Small Business Administration. The loan accrues interest at 1% but payments are deferred until a determination of the amount of forgiveness is made. The amount of forgiveness depends, in part, on the total amount of eligible expenses paid by the Organization during the covered period. Eligible expenses include payroll costs, rent, and utilities. Any unforgiven portion is payable over two years.

NOTES TO FINANCIAL STATEMENTS June 30, 2020 and 2019

NOTE 5 - NET ASSETS

The Organization's board of directors has designated net assets without donor restrictions for the following purposes:

	2020			2019		
Operating reserve Initiative funding Undesignated	\$		210,000 27,000 108,169	\$	210,000 27,000 124,308	
	\$	\$	345,169	\$	361,308	

Net assets with donor restrictions are restricted for the following periods or purposes:

	2020		2019
Time Restricted			
2018/19 Campaign	\$ -	\$	506,154
2019/20 Campaign	459,333	•	21,091
2020/21 Campaign	30,915		-
Purpose Restricted	,		
Building Our Future	688,132		567,183
Early Reading Program	161,517		195,182
COVID-19 Relief	45,981		-
Western Kenosha County	45,114		41,309
Imagination Library	28,127		11,506
Initiatives	22,624		22,178
Volunteer Center	7,096		13,573
Technology	2,694		-
VITA program	1,127		4,075
Other education and event	5,214		11,910
	\$ 1,497,874	\$	1,394,161

NOTE 6 - OPERATING LEASES

The Organization leases a copier and office space under non-cancelable operating leases which expire in May 2022 and March 2023, respectively. The leases require monthly payments of \$448 and \$2,675, respectively. Total lease expense for the years ended June 30, 2020 and 2019 was \$37,472 and \$37,397, respectively.

Future minimum lease payments for the years ending June 30:

2021	\$ 37,472
2022	34,797
2023	4,029

NOTES TO FINANCIAL STATEMENTS June 30, 2020 and 2019

NOTE 7 – CONTRIBUTED GOODS AND SERVICES

The fair value of contributed goods and services included in other contributions and community event sponsorships on the statement of activities and the corresponding expenses for the year ended June 30, 2020, are as follows:

	Community Impact			munity vices	Building Our Future		
Professional fees Information technology Occupancy Advertising and promotion	\$	3,623 3,408 5,490	\$	- 42 - -	\$	- - -	
	\$	12,521	\$	42	\$	_	
	Management and General		Fund	Iraising		Total	
Professional fees Information technology Occupancy Advertising and promotion	\$	1,500 660 -	\$	313 - -	\$	1,500 4,638 3,408 5,490	
	\$	2,160	\$	313	\$	15,036	

The fair value of contributed goods and services included in other contributions and community event sponsorships on the statement of activities and the corresponding expenses for the year ended June 30, 2019, are as follows:

	Community Impact		Community Services		Building Our Future	
Professional fees Information technology Occupancy Advertising and promotion Donated gift distributions	\$	6,460 5,680 5,490 12,377	\$	69 - - -	\$	- - - 11,960 -
	\$	30,007	\$	69	\$	11,960
	Management and General		Fundraising		Total	
Professional fees Information technology Occupancy Advertising and promotion Donated gift distributions	\$	1,500 1,648 - -	\$	- 782 - - -	\$	1,500 8,959 5,680 17,450 12,377
	\$	3,148	\$	782	\$	45,966

NOTES TO FINANCIAL STATEMENTS June 30, 2020 and 2019

NOTE 8 - RETIREMENT PLAN

The Organization sponsors a 403(b) plan. Eligibility is limited to employees who meet certain criteria. The plan calls for salary reduction contributions, which will be matched up to 3% of total salary. Total retirement expense for the years ended June 30, 2020 and 2019 was \$10,540 and \$10,293, respectively.

NOTE 9 - WISCONSIN UNEMPLOYMENT RESERVE FUND

Under provision of the Wisconsin Unemployment Compensation law, the Organization has elected to reimburse the state of Wisconsin for the actual unemployment benefit claims paid to former employees. A letter of credit amounting to \$5,786 has been deposited with the Wisconsin Department of Industry, Labor and Human Relations as collateral for future unemployment compensation requirements of the Organization and affiliates. The letter of credit expires December 31, 2023.

NOTE 10 - LIQUIDITY AND AVAILABILITY

The following reflects the Organization's financial assets as of the date of the statements of financial position, reduced by amounts not available for general expenditures within one year of the date of the statements of financial position because of donor-imposed restrictions or internal designations:

	2020	2019	
Financial assets at end of year Cash Certificates of deposit Unconditional promises to give, net Interest receivable	\$ 1,501,831 295,551 217,117 1,554	\$ 1,335,115 290,526 209,652 1,239	
Total financial assets at end of year	2,016,053	1,836,532	
Less amounts unavailable for general expenditures within one year, due to: Restricted by donors with purpose restrictions Board designated for operating reserve Board designated for initiative funding	(1,007,626) (210,000) (27,000)	(866,916) (210,000) (27,000)	
Financial assets available to meet cash needs for general expenditures within one year	\$ 771,427	\$ 732,616	

At June 30, 2020 and 2019, financial assets not available for general expenditures includes \$237,000 set aside for board designations; however, amounts could be made available if necessary. As part of the Organization's liquidity management, it has a policy to structure its financial assets to be available as its general expenditures, liabilities, and other obligations come due.