

UNITED WAY OF MOWER COUNTY, INC.

FINANCIAL STATEMENTS
AND INDEPENDENT AUDITOR'S REPORT

For the Year Ended March 31, 2016

UNITED WAY OF MOWER COUNTY, INC.

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UNITED WAY OF MOWER COUNTY, INC.

March 31, 2016

BOARD OF DIRECTORS

Paul Kuehneman	President
Scott Aakre	Vice-President
Merrilyn Berg	Treasurer
Katy Simmons	Secretary
Chad Sayles	Community Investment Chair
Katie Baskin	Board Member
Duane Feragen	Board Member
Tami Yokiell	Board Member
Kathy Borland	Board Member
Jeff Baldus	Board Member
Kim Duncomb	Board Member
Sarah Nuss	Board Member
Gema Alvarado	Board Member

STAFF

Diane Baker	Executive Director
Kayleen St. Louis	Marketing Specialist

HILL, LARSON, WALTH & BENDA, P.A.

Certified Public Accountants

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Greg A. Larson, C.P.A.
Ronald P. Walth, C.P.A.

Heather L. Benda, C.P.A.
Lance E. Skov, C.P.A.
Andrew M. Bernau, C.P.A.

INDEPENDENT AUDITOR'S REPORT

The Board of Directors
United Way of Mower County, Inc.
Austin, Minnesota 55912

We have audited the accompanying financial statements of the United Way of Mower County, Inc. (a nonprofit organization) which comprise the statement of financial position as of March 31, 2016, and the related statements of activities, functional expenses and cash flows for the year then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

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

Auditor's Responsibility

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

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

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

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the United Way of Mower County, Inc. as of March 31, 2016, 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.

Other Matter

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The supplementary information on pages 15-17 is presented for purposes of additional analysis and is not a required part of the 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 financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

Report on Summarized Comparative Information

We have previously audited the United Way of Mower County, Inc.'s financial statements for the year ended March 31, 2015, and our report dated June 18, 2015, expressed an unmodified opinion on those audited financial statements. In our opinion, the summarized comparative information presented herein as of and for the year ended March 31, 2015, is consistent in all material respects, with the audited financial statements from which it has been derived.

Hill, Larson, Walth & Benda, P.A.

Hill, Larson, Walth & Benda, P.A.

July 11, 2016

Section I

Basic Financial Statements

UNITED WAY OF MOWER COUNTY, INC.

STATEMENT OF FINANCIAL POSITION

March 31, 2016

(With Comparative Amounts for March 31, 2015)

	2016	2015
Assets		
Current Assets		
Cash	\$ 809,605	\$ 930,988
Investment	-	4,264
Prepaid expenses	2,710	2,670
Memberships receivable	-	925
Promises to give, net of allowance for uncollectible of \$71,000 at March 31, 2016	746,538	663,663
Total Current Assets	1,558,853	1,602,510
Furniture and Equipment		
Furniture and equipment	29,863	36,386
Allowance for depreciation	(23,030)	(25,725)
Net Furniture and Equipment	6,833	10,661
Total Assets	\$ 1,565,686	\$ 1,613,171
Liabilities and Net Assets		
Current Liabilities		
Accounts payable	\$ 2,621	\$ 5,075
Employee benefits payable	1,725	-
Payroll taxes payable	3,584	1,827
Allocations payable - United Way Agencies	960,790	947,005
Allocations payable - Non-Agency	2,902	1,809
Board approved grants payable	4,100	-
Total Current Liabilities	975,722	955,716
Net Assets		
Unrestricted	321,351	417,340
Temporarily restricted	268,613	240,115
Total Net Assets	589,964	657,455
Total Liabilities and Net Assets	\$ 1,565,686	\$ 1,613,171

The accompanying notes are an integral part of these financial statements.

UNITED WAY OF MOWER COUNTY, INC.

STATEMENT OF ACTIVITIES

For the Year Ended March 31, 2016

(With Comparative Totals for the year ended March 31, 2015)

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Totals</u>	
			2016	2015
Public Support, Revenue and Reclassifications				
Public Support				
Contributions - United Way Campaign	\$ 1,088,142	\$ -	\$ 1,088,142	\$ 870,038
Success by Six Contributions	-	150,000	150,000	147,422
Day of Caring	600	-	600	60
Coat Drive - Contributions	5,600	-	5,600	5,920
WLI Memberships	-	8,142	8,142	11,609
WLI Backpack Program	-	19,103	19,103	14,313
Total Public Support	<u>1,094,342</u>	<u>177,245</u>	<u>1,271,587</u>	<u>1,049,362</u>
Revenue and Reclassifications				
Investment income	1,020	-	1,020	1,709
Unrealized gain (Loss) on investment	-	-	-	356
Realized gain (Loss) on investment	(77)	-	(77)	-
WLI event revenue	-	13,185	13,185	12,347
Cookbook Sales	-	-	-	-
Other revenue	460	-	460	1,483
Net assets released from restrictions:				
Satisfaction of program	161,932	(161,932)	-	-
Total Revenue and Reclassifications	<u>163,335</u>	<u>(148,747)</u>	<u>14,588</u>	<u>15,895</u>
Total Public Support, Revenue and Reclassifications	1,257,677	28,498	1,286,175	1,065,257
Expenses				
Program Services	1,231,351	-	1,231,351	1,202,753
Supporting Services				
Management and general	77,026	-	77,026	68,989
Fundraising	45,289	-	45,289	44,033
Total Supporting Services	<u>122,315</u>	<u>-</u>	<u>122,315</u>	<u>113,022</u>
Total Expenses	<u>1,353,666</u>	<u>-</u>	<u>1,353,666</u>	<u>1,315,775</u>
Operating Change in Net Assets	(95,989)	28,498	(67,491)	(250,518)
Net Assets, Beginning of Year	<u>417,340</u>	<u>240,115</u>	<u>657,455</u>	<u>907,973</u>
Net Assets, End of Year	<u>\$ 321,351</u>	<u>\$ 268,613</u>	<u>\$ 589,964</u>	<u>\$ 657,455</u>

The accompanying notes are an integral part of these financial statements.

UNITED WAY OF MOWER COUNTY, INC.

STATEMENT OF FUNCTIONAL EXPENSES
For the Year Ended March 31, 2016
(With Comparative Totals for the year ended March 31, 2015)

	SUPPORT SERVICES						
	Program Services	Management and General		Fundraising	Total Supporting Services	Totals	
		2016	2015				
Salaries	\$ 61,830	\$ 47,561	\$ 9,512	\$ 57,073	\$ 118,903	\$ 103,054	
Payroll taxes and benefits	5,636	4,335	867	5,202	10,838	7,126	
Payroll tax penalties and interest	182	141	28	169	351	-	
Contracted Services	1,860	1,430	286	1,716	3,576	-	
Mileage	208	156	156	312	520	221	
Professional fees	-	6,395	-	6,395	6,395	6,081	
Supplies	732	549	549	1,098	1,830	2,640	
Telephone	1,317	988	988	1,976	3,293	4,065	
Office Supplies	424	318	318	636	1,060	1,225	
Rent	6,720	5,040	5,040	10,080	16,800	16,800	
Utilities	526	395	395	790	1,316	1,912	
Maintenance and small equipment	276	207	207	414	690	3,032	
Campaign and awards	-	-	9,498	9,498	9,498	8,419	
Marketing	2,098	-	2,098	2,098	4,196	2,944	
Conferences and meetings	1,478	-	-	-	1,478	2,387	
Dues and subscriptions	5,470	4,103	4,102	8,205	13,675	12,135	
Insurance	1,023	767	768	1,535	2,558	2,140	
Tech support	716	537	538	1,075	1,791	4,047	
Victory party	244	183	183	366	610	1,410	
Credit cards and stock fees	184	138	138	276	460	1,218	
Agency allocations	960,790	-	-	-	960,790	947,005	
Board approved grants	28,045	-	-	-	28,045	10,640	
Board training	-	305	-	305	305	-	
Community fund	-	-	-	-	-	62	
Success by six	106,834	-	-	-	106,834	129,437	
WLI Backpack	34,811	2,156	8,295	10,451	45,262	35,587	
Coat drive	6,328	-	-	-	6,328	5,667	
Day of caring	1,660	-	-	-	1,660	2,427	
Moving Expense	-	-	-	-	-	40	
Born Learning Expense	86	-	-	-	86	-	
Vision 2020	110	-	-	-	110	-	
Depreciation	1,531	1,148	1,149	2,297	3,828	3,761	
Other	232	174	174	348	580	293	
Total	\$ 1,231,351	\$ 77,026	\$ 45,289	\$ 122,315	\$ 1,353,666	\$ 1,315,775	

The accompanying notes are an integral part of these financial statements.

UNITED WAY OF MOWER COUNTY, INC.

STATEMENT OF CASH FLOWS

For the Year Ended March 31, 2016

(With Comparative Amounts for the year ended March 31, 2015)

	2016	2015
Cash flows from operating activities		
Change in net assets	\$ (67,491)	\$ (250,518)
Non-cash transactions		
Depreciation expense	3,828	3,761
Adjustments to reconcile increase in net assets to net cash provided (used) by operations		
Decrease (increase) in assets		
Promises to give	(82,875)	139,133
Memberships receivable	925	(562)
Prepaid expenses	(40)	(40)
Increase (decrease) in operating liabilities		
Allocations payable	14,878	125,339
Grants payable	4,100	-
Other payables	1,028	(1,750)
Net cash provided by operating activities	(125,647)	15,363
Cash flows from investing activities		
Sale (Purchase) of Investments	4,264	(4,264)
Sale (Purchase) of Fixed Assets	-	(1,853)
Net cash provided by investment activities	4,264	(6,117)
Increase (decrease) in cash	(121,383)	9,246
Cash, beginning of year	930,988	921,742
Cash, end of year	\$ 809,605	\$ 930,988
 Supplemental data		
Interest paid	\$ -	\$ -
Income taxes paid	\$ -	\$ -

The accompanying notes are an integral part of these financial statements.

UNITED WAY OF MOWER COUNTY, INC.

NOTES TO FINANCIAL STATEMENTS

March 31, 2016

NOTE 1 NATURE OF ORGANIZATION

Nature of Organization

The United Way of Mower County, Inc. was established in 1958 as a non-profit corporation. It was established to promote and conduct annually, in Mower County, Minnesota, one united drive or campaign for contributions for charitable and humanitarian purposes and to make distributions of funds received to qualified non-profit organizations.

NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Presentation

The accompanying financial statements have been prepared on the modified accrual basis of accounting in accordance with generally accepted accounting principles. Net assets and revenues, expenses, gains, and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, net assets of the United Way of Mower County, Inc. and changes therein are classified and reported as follows:

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

Temporarily restricted net assets - Net assets subject to donor-imposed stipulations that may or will be met, either by actions of the United Way of Mower County, Inc. and/or the passage of time. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets. As of March 31, 2016 temporarily restricted funds consist of \$202,643 for Success by Six Program, \$398 for the Born Learning Trail, \$2,459 for the 2-1-1 Program, \$57,886 for the WLI Backpack & Personal Care program and \$5,227 for Disaster Funds.

Permanently restricted net assets - Net assets subject to donor-imposed stipulations that the United Way of Mower County, Inc. maintains permanently. The United Way of Mower County, Inc. currently has no permanently restricted net assets.

Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

UNITED WAY OF MOWER COUNTY, INC.

NOTES TO FINANCIAL STATEMENTS (continued) March 31, 2016

NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Fixed Assets

Fixed assets of the United Way of Mower County, Inc. are recorded at historical cost. Depreciation is recorded over the useful life of the asset using straight-line depreciation. Donated equipment is recorded at fair market value at the time of the gift. The Organization had \$3,828 of depreciation expense for the year ended March 31, 2016. The United Way of Mower County, Inc. capitalizes equipment purchases exceeding \$1,000 or a useful life of over 3 years.

Functional Allocation of Expenses

The cost of providing the United Way of Mower County, Inc.'s various programs and supporting services have been summarized on a functional basis in the Statement of Activities. Accordingly, certain costs have been allocated among fundraising, program services, and supporting services benefited.

Cash

Cash consists of one checking account, one savings account, two money markets and four certificates of deposit. At March 31, 2016 all cash accounts are FDIC insured with the exception of the US Bank checking account which was \$100,603 over the FDIC insurance limit of \$250,000 as of March 31, 2016.

Promises to Give

Promises to give as of March 31, 2016 consist of a promise to give from the Hormel Foundation of \$150,000 for the Success by Six Program and \$162,500 for operations. Promises to give also includes \$434,038 net of allowances for pledges made by individuals and businesses for the fall of 2015 campaign that had not been collected as of March 31, 2016. An allowance for uncollectible promises of \$71,000 has been netted against the amounts above.

UNITED WAY OF MOWER COUNTY, INC.

NOTES TO FINANCIAL STATEMENTS (continued) March 31, 2016

NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Public Support and Revenue

Annual campaign contributions are generally available for unrestricted use in the related campaign year, unless specifically restricted by the donor. Unconditional promises to give due in the next year are reflected as current promises to give and are recorded at their net realizable value.

Grants and other contributions of cash and other assets are reported as temporarily restricted support if they are received with donor stipulations that limit the use of the donated assets. When a donor restriction expires, that is, when a stipulated time restriction ends or the purpose of the restriction is accomplished, temporarily restricted net assets are reclassified as unrestricted net assets and reported in the Statement of Activities as net assets released from restrictions. The value of donated services is not included in the revenue or expenses of the United Way of Mower County, Inc.

NOTE 3 OPERATING LEASE - RENT

On December 20, 2013 the Organization signed a three year lease effective January 1, 2014. Total rent expense for the year ended March 31, 2016 was \$16,800. Future rent payments are scheduled as shown below:

Fiscal Year Ending March 31, 2017	\$ 13,500
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NOTE 4 TAX-EXEMPT STATUS

The United Way of Mower County, Inc. is exempt from federal income taxes under section 501(c)(3) of the Internal Revenue Code and therefore has made no provision for federal income taxes in the accompanying financial statements. In addition, the United Way of Mower County, Inc. has been determined by the Internal Revenue Service not to be a "private foundation" within the meaning of Section 509(a) of the Internal Revenue Code. There was no unrelated business income for the year ended March 31, 2016.

The Organization has not been audited by the Internal Revenue Service or Minnesota Revenue, and accordingly the income tax returns for the past three years are open to examination.

UNITED WAY OF MOWER COUNTY, INC.

NOTES TO FINANCIAL STATEMENTS (continued)
March 31, 2016

NOTE 5 INVESTMENTS

Investments in marketable securities with readily determinable fair values and all investments in debt securities are reported at their fair values in the statement of financial position. Unrealized gains and losses are included in the change in net assets. Investment income and gains restricted by a donor are reported as increases in unrestricted net assets if the restrictions are met (either by passage of time or by use) in the reporting period in which the income and gains are recognized.

The Organization does not normally hold investments. The account is maintained to receive stock donations. Stock is sold shortly upon receipt.

NOTE 6 CHANGES IN FIXED ASSETS

The Organization had fixed assets totaling \$29,683 for the fiscal year ended March 31, 2016. An old server and two old computers totaling \$6,523 were disposed of during the year ended March 31, 2016.

NOTE 7 AGENCY ALLOCATIONS

Member agencies requesting funds submit proposals of their needs to the Organization's Community Investment Committee. Community volunteer panels chaired by the Committee members review applications and make recommendations to the Board of Directors. The Board of Directors approves the amount of funds to be distributed. The grants to applicants are paid out evenly over the calendar year on a quarterly basis. First quarter allocations were paid in April 2016.

UNITED WAY OF MOWER COUNTY, INC.

NOTES TO FINANCIAL STATEMENTS (continued)
March 31, 2016

NOTE 8 FAIR VALUE MEASUREMENT

The Fair Value Measurements Topic of the FASB Accounting Standards Codification establishes a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1 measurement) and the lowest priority to unobservable inputs (Level 3 measurements). The three levels of the fair value hierarchy are briefly described below:

Level 1 Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets.

Level 2 Inputs to the valuation methodology include quoted prices for similar assets and liabilities in active markets, and inputs that are observable for the assets or liability, either directly or indirectly, for substantially the full term of the financial instrument.

Level 3 Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

The following methods and assumptions were used by the Organization in estimating its fair value disclosures for financial instruments:

Cash and cash equivalents: The carrying amounts reported in the statement of financial position approximate fair values because of the short maturities of those instruments.

Investments: All investments fall in Level 1. The fair values of investments are based on quoted market prices for those or similar investments.

UNITED WAY OF MOWER COUNTY, INC.

NOTES TO FINANCIAL STATEMENTS (continued)

March 31, 2016

NOTE 9 CUSTODIAL ACCOUNT

The Organization is custodian of funds distributed by the Hormel Foundation to specific approved agencies. For the year ended March 31, 2016 the Organization received and disbursed \$346,958 under this agency arrangement for the Hormel Foundation. These amounts are not recorded as revenue or as expense on the books of the United Way of Mower County, Inc., as the funds are transfers of assets to other not-for-profit organizations.

NOTE 10 TRANSFERS OF ASSETS TO A NOT-FOR-PROFIT ORGANIZATION

The United Way of Mower County, Inc. receives contributions that are designated for Non-United Way agencies. These funds are received by the United Way and forwarded on to the designated beneficiary. Accounting standards state that these types of contributions are not to be considered as a contribution to the United Way as other agencies are the final beneficiary of those gifts. These have been removed from the revenue and expense in these statements.

NOTE 11 SUBSEQUENT EVENTS

In preparing these financial statements the Organization has evaluated events and transactions for potential recognition or disclosure through July 11, 2016, the date the financial statements were available to be issued.

NOTE 12 RELATED PARTY TRANSACTIONS

Katie Baskin, a Board Member of the United Way of Mower County, Inc., is an employee of the Austin Public Schools. The Austin Public Schools received an allocation of \$4,731 from the United Way during the year ended March 31, 2016.

Duane Feragen, a Board Member of the United Way of Mower County, Inc., is a Board Member of the Habitat for Humanity, The Habitat for Humanity received an allocation of \$30,000 from the United Way during the year ending March 31, 2016.

Gema Alvarado, a Board Member of the United Way of Mower County, Inc., is an employee of the Austin Public Schools. The Austin Public Schools received an allocation of \$4,731 from the United Way during the year ended March 31, 2016.

Katy Simmons, a Board Member of the United Way of Mower County, Inc. Her husband is an employee of the YMCA of Austin. The YMCA of Austin received an allocation of \$64,000 from the United Way during the year ended March 31, 2016.

UNITED WAY OF MOWER COUNTY, INC.

NOTES TO FINANCIAL STATEMENTS (continued)
March 31, 2016

NOTE 13 SUMMARIZED FINANCIAL INFORMATION FOR 2015

The financial information for the year ended March 31, 2015 is presented for comparative purposes, and is not intended to be complete financial statement presentation.

Section II

Supplementary Information

UNITED WAY OF MOWER COUNTY, INC.

SUPPLEMENTARY SCHEDULE OF ALLOCATIONS TO AGENCIES

Grant Pledges for the year ended March 31, 2016

Adams Area Ambulance	\$ 6,500
AAUW	2,390
American Red Cross	10,000
Apple Lane Community Child Care	56,700
Arc Mower County	75,000
Cedar Branch	91,000
Cedar Valley Services	30,000
Children's Dental Health Services	45,000
Crime Victim's Resource Center	30,000
Girl Scouts of Minnesota and Wisconsin River Valleys	25,000
Habitat for Humanity	30,000
Hormel Historic Home	21,000
Ladies Floral Club	4,000
Mower Council for the Handicapped, Inc.	63,900
Mower County Mentoring	6,000
Mower County Seniors, Inc.	51,600
Parenting Resource Center	82,700
Salvation Army	108,000
SEMCAC	30,000
Southern Minnesota Regional Legal Services	20,000
Twin Valley Boy Scouts	8,000
Welcome Center	70,000
Workforce Development	30,000
YMCA of Austin	64,000
Total allocations to be paid out in the 2016 -2017 fiscal year	<u>\$ 960,790</u>

UNITED WAY OF MOWER COUNTY, INC.

SUPPLEMENTARY SCHEDULE OF CUSTODIAL ACCOUNT ALLOCATIONS

Allocations Received and Transferred for the year ended March 31, 2016

Children's Dental Health Services	\$ 70,000
Habitat for Humanity	52,000
Hormel Historic Home	8,500
Mower County Seniors	19,000
Mower Council for the Handicapped	2,658
Parenting Resource Center	94,800
Welcome Center	100,000
Total allocations received and transferred	<u>\$ 346,958</u>

UNITED WAY OF MOWER COUNTY, INC.

**SUPPLEMENTARY SCHEDULE OF ALLOCATIONS TO
NON-MOWER COUNTY UNITED WAY AGENCIES**

Allocations Payable from Fall 2015 Campaign

Brownsdale Fire Department	\$ 452
LeRoy Fire Department	226
United Way of Freeborn County	1,820
United Way of North Central Iowa	45
United Way of Olmsted County	132
United Way of Steele County	<u>227</u>
Total Allocations to Non-Mower County United Way Agencies	<u><u>\$ 2,902</u></u>