

UNITED WAY OF MOWER COUNTY, INC.

**FINANCIAL STATEMENTS
AND INDEPENDENT AUDITOR'S REPORT**

For the Year Ended March 31, 2014

UNITED WAY OF MOWER COUNTY, INC.

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UNITED WAY OF MOWER COUNTY, INC.

March 31, 2014

BOARD OF DIRECTORS

Paul Kuehneman	President
Scott Aakre	Vice-President
Cathy Hirst	Treasurer
Katy Simmons	Secretary
Chad Sayles	Community Investment Chair
Sheri Dankert	Board Member
Duane Feragen	Board Member
Kathy Borland	Board Member
Sarah Nuss	Board Member
Kristi Stasi	Board Member
Kim Duncomb	Board Member
Trish Wiechmann	Board Member
Mary Weikum	Board Member
Didacus Guzman	Board Member

STAFF

Mandi Lighthizer-Schmidt	Resigned December 2013	Prior Executive Director
Diane Baker	Hired April 2014	Executive Director
Paula Engoulou		Administrative Assistant
Chris Grev		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, 2014, 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, 2014, 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.

UNITED WAY OF MOWER COUNTY, INC.

STATEMENT OF FINANCIAL POSITION

March 31, 2014

(With Comparative Amounts for March 31, 2013)

	<u>2014</u>	<u>2013</u>
Assets		
Current Assets		
Cash	\$ 921,742	\$ 879,531
Investment	-	7,562
Prepaid expenses	2,630	4,119
Memberships receivable	363	5,024
Promises to give, net of allowance for uncollectible of \$67,000 at March 31, 2014	<u>802,796</u>	<u>798,351</u>
Total Current Assets	1,727,531	1,694,587
Furniture and Equipment		
Furniture and equipment	36,614	24,139
Allowance for depreciation	<u>(24,045)</u>	<u>(19,421)</u>
Net Furniture and Equipment	<u>12,569</u>	<u>4,718</u>
Total Assets	<u><u>\$ 1,740,100</u></u>	<u><u>\$ 1,699,305</u></u>
Liabilities and Net Assets		
Current Liabilities		
Accounts payable	\$ 2,994	\$ 4,359
Employee benefits payable	2,974	2,631
Payroll taxes payable	2,684	7,337
Pass-through grants payable	-	-
Allocations payable - United Way Agencies	820,000	800,000
Allocations payable - Non-Agency	<u>3,475</u>	<u>2,602</u>
Total Current Liabilities	832,127	816,929
Net Assets		
Unrestricted	410,125	406,361
Temporarily restricted	<u>497,848</u>	<u>476,015</u>
Total Net Assets	<u>907,973</u>	<u>882,376</u>
Total Liabilities and Net Assets	<u><u>\$ 1,740,100</u></u>	<u><u>\$ 1,699,305</u></u>

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, 2014
 (With Comparative Totals for the year ended March 31, 2013)

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Totals</u>	
			2014	2013
Public Support, Revenue and Reclassifications				
Public Support				
Contributions - United Way Campaign	\$ 729,160	\$ 266,000	\$ 995,160	\$ 944,400
Success by Six contributions	-	113,201	113,201	112,000
2-1-1 Program	-	-	-	150
Get Fit Program	350	-	350	-
Day of Caring	1,981	-	1,981	1,695
Coat Drive - Contributions	3,337	-	3,337	6,532
WLI Memberships	-	7,032	7,032	12,674
WLI Backpack Program	-	43,752	43,752	24,235
Vision 2020 - Hormel Foundation	-	-	-	37,500
Total Public Support	<u>734,828</u>	<u>429,985</u>	<u>1,164,813</u>	<u>1,139,186</u>
Revenue and Reclassifications				
Investment income	1,841	-	1,841	2,905
Unrealized gain (Loss) on investment	-	-	-	719
Realized gain (Loss) on investment	(253)	-	(253)	-
WLI event revenue	-	11,740	11,740	-
Cookbook Sales	30	-	30	-
Other revenue	744	-	744	668
Net assets released from restrictions:				
Satisfaction of time	256,000	(256,000)	-	-
Satisfaction of program	163,892	(163,892)	-	-
Total Revenue and Reclassifications	<u>422,254</u>	<u>(408,152)</u>	<u>14,102</u>	<u>4,292</u>
Total Public Support, Revenue and Reclassifications	1,157,082	21,833	1,178,915	1,143,478
Expenses				
Program Services	1,047,623	-	1,047,623	1,021,780
Supporting Services				
Management and general	70,492	-	70,492	70,122
Fundraising	35,203	-	35,203	39,737
Total Supporting Services	<u>105,695</u>	<u>-</u>	<u>105,695</u>	<u>109,859</u>
Total Expenses	<u>1,153,318</u>	<u>-</u>	<u>1,153,318</u>	<u>1,131,639</u>
Operating Change in Net Assets	3,764	21,833	25,597	11,839
Net Assets, Beginning of Year	<u>406,361</u>	<u>476,015</u>	<u>882,376</u>	<u>870,537</u>
Net Assets, End of Year	<u>\$ 410,125</u>	<u>\$ 497,848</u>	<u>\$ 907,973</u>	<u>\$ 882,376</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, 2014

(With Comparative Totals for the year ended March 31, 2013)

	<u>SUPPORT SERVICES</u>				<u>Totals</u>	
	Program Services	Management and General	Fundraising	Total Supporting Services	2014	2013
Salaries	\$ 48,827	\$ 37,560	\$ 7,512	\$ 45,072	\$ 93,899	\$ 97,447
Payroll taxes	3,836	2,950	590	3,540	7,376	7,628
Payroll tax penalties and interest	203	157	31	188	391	-
Employee benefits	1,546	1,190	238	1,428	2,974	2,630
Contracted Services	1,467	1,129	226	1,355	2,822	10,958
Mileage	84	63	63	126	210	134
Professional fees	-	5,825	-	5,825	5,825	4,550
Supplies	655	491	491	982	1,637	1,717
Telephone	1,192	894	894	1,788	2,980	3,069
Postage and shipping	458	343	343	686	1,144	590
Rent	6,340	4,755	4,755	9,510	15,850	17,400
Equipment maintenance	1,406	1,054	1,054	2,108	3,514	3,033
Campaign and awards	-	-	6,507	6,507	6,507	9,467
Marketing	4,085	-	4,086	4,086	8,171	10,976
Conferences and meetings	658	493	494	987	1,645	5,387
Dues and subscriptions	4,760	3,570	3,570	7,140	11,900	11,970
Insurance	998	749	748	1,497	2,495	1,243
Tech support	1,579	1,184	1,185	2,369	3,948	424
Victory party	726	544	545	1,089	1,815	1,777
Strategic planning	-	-	-	-	-	253
Credit cards and stock fees	495	372	371	743	1,238	607
Agency allocations	813,750	-	-	-	813,750	800,000
Board training	-	2,498	-	2,498	2,498	2,001
Community impact fund	793	-	-	-	793	1,786
Success by six	113,877	-	-	-	113,877	70,761
WLI Backpack	24,908	2,084	-	2,084	26,992	8,805
Get fit program	-	-	-	-	-	2,399
Coat drive	4,028	-	-	-	4,028	5,594
Day of caring	3,951	-	-	-	3,951	4,557
Moving Expense	-	1,089	-	1,089	1,089	-
2-1-1 program	3	-	-	-	3	3,619
Vision 2020	5,000	-	-	-	5,000	37,500
Sales tax	-	-	2	2	2	-
Depreciation	1,850	1,387	1,387	2,774	4,624	2,710
Other	148	111	111	222	370	647
Total	\$ 1,047,623	\$ 70,492	\$ 35,203	\$ 105,695	\$ 1,153,318	\$ 1,131,639

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, 2014

(With Comparative Amounts for the year ended March 31, 2013)

	2014	2013
Cash flows from operating activities		
Change in net assets	\$ 25,597	\$ 11,839
Non-cash transactions		
Depreciation expense	4,624	2,710
Adjustments to reconcile increase in net assets to net cash provided (used) by operations		
Decrease (increase) in assets		
Promises to give	(4,445)	15,558
Memberships receivable	4,661	(5,024)
Prepaid expenses	1,489	(4,119)
Increase (decrease) in operating liabilities		
Allocations payable	20,873	20,000
Other payables	(5,675)	(637)
Net cash provided by operating activities	47,124	40,327
Cash flows from investing activities		
Sale (Purchase) of Investments	7,562	(6,563)
Purchase of Fixed Assets	(12,475)	-
Net cash provided by investment activities	(4,913)	(6,563)
Increase (decrease) in cash	42,211	33,764
Cash, beginning of year	879,531	845,767
Cash, end of year	\$ 921,742	\$ 879,531
 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, 2014

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, 2014 temporarily restricted net assets in the Operating Fund consist of a promise to give from the Hormel Foundation for \$266,000. This is the 2014 pledge to be paid in October 2014. Other temporarily restricted funds consist of \$160,042 for Success by Six Program (this includes a \$112,000 promise to give from the Hormel Foundation for next year's program), \$484 for the Born Learning Trail, \$2,459 for the 2-1-1 Program, \$63,636 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, 2014

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 August 12, 2011 the Organization signed a lease through December 31, 2013 at a rate of \$1,450 per month. On December 20, 2013 the Organization signed a new three year lease effective January 1, 2014 at a new location. Total rent expense for the year ended March 31, 2014 was \$15,850. Future rent payments are scheduled as shown below:

Fiscal Year Ending March 31, 2015	\$ 16,950
Fiscal Year Ending March 31, 2016	\$ 17,550
Fiscal Year Ending March 31, 2017	\$ 13,500

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, 2014.

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, 2014

NOTE 5 CHANGES IN FIXED ASSETS

The Organization had fixed assets totaling \$36,614 for the fiscal year ended March 31, 2014. A copier in the amount of \$4,980 and software in the amount of \$7,495 were purchased. No assets were disposed of during the year ended March 31, 2014.

NOTE 6 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 2014.

NOTE 7 CUSTODIAL ACCOUNT

The Organization is custodian of funds distributed by the Hormel Foundation to specific approved agencies. For the year ended March 31, 2014 the Organization received and disbursed \$743,233 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 8 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 9 SUBSEQUENT EVENTS

In preparing these financial statements the Organization has evaluated events and transactions for potential recognition or disclosure through June 19, 2014, the date the financial statements were available to be issued.

UNITED WAY OF MOWER COUNTY, INC.

NOTES TO FINANCIAL STATEMENTS (continued)

March 31, 2014

NOTE 10 RELATED PARTY TRANSACTIONS

Kristi Stasi, a Board Member of the United Way of Mower County, Inc., is an employee of the YMCA of Austin. The YMCA of Austin received an allocation of \$54,500 from the United Way during the year ended March 31, 2014.

The husband of Mandi Lighthizer-Schmidt, the Prior Executive Director of the United Way of Mower County, Inc., was the President of the Board of Directors for Apple Lane Community Child Care Center. Apple Lane Community Child Care Center received an allocation of \$48,000 during the year ended March 31, 2014.

Duane Feregen, 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 \$15,200 from the United Way during the year ending March 31, 2014.

Sheri Dankert, a Board Member of the United Way of Mower County, Inc is also an officer at the Mayo Clinic. The Mayo Clinic received an allocation of \$5,000 from the United Way during the year ended March 31, 2014.

Katy Simmons, a Board Member of the United Way of Mower County, Inc. is an employee of CliftonLarsonAllen, LLP. The firm prepares the Form 990 for the organization. Her husband is an employee of the YMCA of Austin. The YMCA of Austin received an allocation of \$54,500 from the United Way during the year ended March 31, 2014.

NOTE 11 SUMMARIZED FINANCIAL INFORMATION FOR 2013

The financial information for the year ended March 31, 2013 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, 2014

Adams Area Ambulance	\$ 5,000
American Red Cross	45,000
Apple Lane Community Child Care	48,000
Arc Mower County	59,000
Catholic Charities	2,900
Cedar Branch	42,000
Cedar Valley Services	20,000
Children's Dental Health Services	39,500
Crime Victim's Resource Center	30,000
Girl Scouts of Minnesota and Wisconsin River Valleys	16,000
Habitat for Humanity	15,200
Hormel Historic Home	19,000
Ladies Floral Club	3,000
Mayo Clinic - Mower Refreshed	5,000
Mower Council for the Handicapped, Inc.	47,000
Mower County Mentoring	6,000
Mower County Seniors, Inc.	42,100
Parenting Resource Center	70,800
Salvation Army	85,000
SEMCAC	30,000
Southern Minnesota Regional Legal Services	15,000
Twin Valley Boy Scouts	19,000
Wapiti Meadows CTS, Inc.	45,000
Welcome Center	41,000
Workforce Development	15,000
YMCA of Austin	54,500
Prior Year Grant Forfeited by Agency	(6,250)
Total allocations to be paid out in the 2014 -2015 fiscal year	<u>\$ 813,750</u>

UNITED WAY OF MOWER COUNTY, INC.

SUPPLEMENTARY SCHEDULE OF CUSTODIAL ACCOUNT ALLOCATIONS

Allocations Received and Transferred for the year ended March 31, 2014

Apple Lane Child Care	\$ 116,972
ARC Mower County	51,361
Children's Dental Health Services	68,000
Girl Scouts of Minnesota and Wisconsin River Valleys	12,000
Mower Council for the Handicapped, Inc.	400
Parenting Resource Center	89,000
Twin Valley Boy Scouts	27,500
United Catholic Schools	250,000
Wapiti Meadows CTS, Inc.	28,000
Welcome Center	70,000
Workforce Development	30,000
Total allocations received and transferred	<u>\$ 743,233</u>