

United Way of Pierce County

Financial Report
December 31, 2015

Contents

Independent auditor's report	1-2
------------------------------	-----

Financial statements	
Balance sheets	3
Statements of activities and changes in net assets	4-7
Statements of cash flows	8
Statements of functional expenses	9-12
Notes to financial statements	13-23

Independent auditor's report on the supplementary information	24
---	----

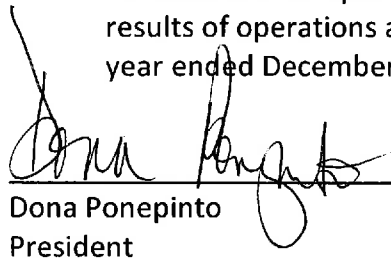
Supplementary information	
Distributions to agency programs	25-27



Management Certifications

I hereby certify that:

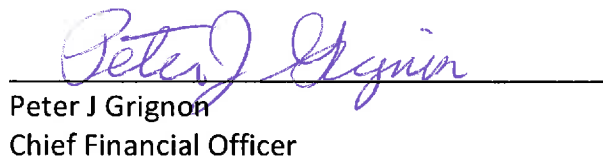
1. I have reviewed the audited financial statements of United Way of Pierce County for the year ended December 31, 2015.
2. Based on my knowledge, these financial statements do not contain any untrue statement of a material fact or omit to state a material fact necessary to make the financial statements, in light of the circumstances under which statements were made, not misleading.
3. Based on my knowledge, the financial statements and other financial information included in this report, fairly present, in all material respects, the financial condition, results of operations and cash flows of United Way of Pierce County as of and for the year ended December 31, 2015.



Dona Ponepinto
President

5-4-14

Date



Peter J Grignon
Chief Financial Officer

5-3-16

Date



RSM US LLP

Independent Auditor's Report

To the Board of Directors
United Way of Pierce County
Tacoma, Washington

Report on the Financial Statements

We have audited the accompanying financial statements of United Way of Pierce County, which comprise the balance sheets as of December 31, 2015 and 2014, the related statements of activities and changes in net assets, cash flows and functional expenses 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 the 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 of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend upon 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 Organization'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 Organization'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 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 Pierce County as of December 31, 2015 and 2014, and the results of its operations and its cash flows for the years then ended, in accordance with accounting principles generally accepted in the United States of America.

RSM US LLP

Tacoma, Washington
May 18, 2016

United Way of Pierce County

Balance Sheets

December 31, 2015 and 2014

	2015	2014
Assets		
Current assets:		
Cash and cash equivalents	\$ 1,494,094	\$ 2,112,043
Promises receivable, less allowance for uncollectibles	2,263,735	2,552,286
Prepaid expenses	193,207	223,640
Investments	901,426	701,207
Total current assets	4,852,462	5,589,176
Property, plant and equipment, net	3,136,290	3,234,996
Other assets:		
Long-term investments	3,523,604	3,566,062
Other	98,868	85,898
Total other assets	3,622,472	3,651,960
Total assets	\$ 11,611,224	\$ 12,476,132
Liabilities and Net Assets		
Current liabilities:		
Accounts payable and accrued expenses	\$ 117,744	\$ 201,525
Agency funds payable	643,103	687,618
Current portion of grant payable	98,560	98,977
Total current liabilities	859,407	988,120
Grant payable	-	94,058
Deferred rent	105,600	132,000
Total liabilities	965,007	1,214,178
Unrestricted net assets:		
Board designated	6,754,198	6,865,141
Undesignated	1,294,639	1,242,522
Total unrestricted net assets	8,048,837	8,107,663
Temporarily restricted net assets	2,494,928	3,051,839
Permanently restricted net assets	102,452	102,452
Total net assets	10,646,217	11,261,954
Total liabilities and net assets	\$ 11,611,224	\$ 12,476,132

See notes to financial statements.

United Way of Pierce County

**Statement of Activities and Changes in Net Assets
Year Ended December 31, 2015**

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Public support and revenue:				
Campaign results additional (14-15 campaign)	\$ 3,374,774	\$ -	\$ -	\$ 3,374,774
Release of 14-15 campaign from restriction	2,402,207	(2,402,207)	-	-
Less donor designation	(2,193,424)	-	-	(2,193,424)
Less provisions for uncollectible	(193,307)	-	-	(193,307)
Net campaign revenue (14-15 campaign)	3,390,250	(2,402,207)	-	988,043
Gross campaign results (15-16 campaign)	-	2,507,734	-	2,507,734
Less donor designations	-	(636,721)	-	(636,721)
Less provisions for uncollectible	-	(70,322)	-	(70,322)
Net campaign revenue (15-16 campaign)	-	1,800,691	-	1,800,691
Grants and contracts	-	376,445	-	376,445
Collection of prior year campaign over previously estimated uncollectibles	58,080	-	-	58,080
Designations from other United Ways	4,831	-	-	4,831
Other public support	30,265	-	-	30,265
Event income	22,125	-	-	22,125
Designation fees collected	142,419	-	-	142,419
Program income	364,452	-	-	364,452
Campaign executive sponsorship	30,000	-	-	30,000
In-kind advertising	100,379	-	-	100,379
Gifts in-kind donations	1,545,786	-	-	1,545,786
Program income - Betye Martin Baker Human Service Center	348,172	-	-	348,172
Net assets released from restriction	338,292	(338,292)	-	-
Total revenue	6,375,051	(563,363)	-	5,811,688

(Continued)

United Way of Pierce County

Statement of Activities and Changes in Net Assets (Continued)
Year Ended December 31, 2015

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Expenditures:				
Community program services:				
Distributions to community nonprofits	\$ 3,944,785	\$ -	\$ -	\$ 3,944,785
Less donor designations	(2,193,424)	-	-	(2,193,424)
Net funds distributed	1,751,361	-	-	1,751,361
Gifts in-kind distributed to community nonprofits	1,541,750	-	-	1,541,750
Community Impact	543,939	-	-	543,939
Betye Martin Baker Human Service Center	414,893	-	-	414,893
2-1-1 HelpLine	304,771	-	-	304,771
Retired Senior Volunteer Program	130,730	-	-	130,730
Gifts in-kind program expenses	60,180	-	-	60,180
Volunteer Engagement	135,812	-	-	135,812
Total community program services	4,883,436	-	-	4,883,436
Supporting services:				
Management and general	529,230	-	-	529,230
Fundraising	606,380	-	-	606,380
Marketing and community education, including in-kind advertising	335,830	-	-	335,830
Dues for national and state United Way organizations	77,312	-	-	77,312
Total supporting services	1,548,752	-	-	1,548,752
Total expenditures	6,432,188	-	-	6,432,188
Operating deficit	(57,137)	(563,363)	-	(620,500)
Non-operating items:				
Unrealized loss on investments	(189,670)	(7,284)	-	(196,954)
Realized gain on investments	8,199	-	-	8,199
Investment income	179,782	13,736	-	193,518
Total non-operating items	(1,689)	6,452	-	4,763
Decrease in net assets	(58,826)	(556,911)	-	(615,737)
Net assets:				
Beginning of period	8,107,663	3,051,839	102,452	11,261,954
End of year	\$ 8,048,837	\$ 2,494,928	\$ 102,452	\$ 10,646,217

See notes to financial statements.

United Way of Pierce County

**Statement of Activities and Changes in Net Assets
Year Ended December 31, 2014**

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Public support and revenue:				
Campaign results additional (13-14 campaign)	\$ 3,947,947	\$ -	\$ -	\$ 3,947,947
Release of 13-14 campaign from restriction	2,024,041	(2,024,041)	-	-
Less donor designation	(2,543,283)	-	-	(2,543,283)
Less provisions for uncollectible	(183,938)	-	-	(183,938)
Net campaign revenue (13-14 campaign)	3,244,767	(2,024,041)	-	1,220,726
Gross campaign results (14-15 campaign)	-	3,214,600	-	3,214,600
Less donor designations	-	(730,624)	-	(730,624)
Less provisions for uncollectible	-	(81,769)	-	(81,769)
Net campaign revenue (14-15 campaign)	-	2,402,207	-	2,402,207
Grants and contracts	-	552,557	-	552,557
Collection of prior year campaign over previously estimated uncollectibles	58,724	-	-	58,724
Designations from other United Ways	4,284	-	-	4,284
Other public support	262,759	-	-	262,759
Event income	20,000	-	-	20,000
Designation fees collected	135,076	-	-	135,076
Program income	373,168	-	-	373,168
Campaign executive sponsorship	35,315	-	-	35,315
In-kind advertising	127,866	-	-	127,866
Gifts in-kind donations	1,111,241	-	-	1,111,241
Program income - Betye Martin Baker Human Service Center	324,437	-	-	324,437
Net assets released from restriction	502,842	(502,842)	-	-
Total revenue	6,200,479	427,881	-	6,628,360

(Continued)

United Way of Pierce County

Statement of Activities and Changes in Net Assets (Continued)
Year Ended December 31, 2014

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Expenditures:				
Community program services:				
Distributions to community nonprofits	\$ 4,243,517	\$ -	\$ -	\$ 4,243,517
Less donor designations	(2,543,283)	-	-	(2,543,283)
Net funds distributed	1,700,234	-	-	1,700,234
Gifts in-kind distributed to community nonprofits	1,121,132	-	-	1,121,132
Community impact	590,840	-	-	590,840
Betye Martin Baker Human Service Center	411,319	-	-	411,319
2-1-1 HelpLine	355,848	-	-	355,848
Retired Senior Volunteer Program	138,767	-	-	138,767
Youth United	81,037	-	-	81,037
Gifts in-kind program expenses	79,659	-	-	79,659
Volunteer Engagement	61,907	-	-	61,907
Total community program services	4,540,743	-	-	4,540,743
Supporting services:				
Management and general	496,759	-	-	496,759
Fundraising	697,205	-	-	697,205
Marketing and community education, including in-kind advertising	428,810	-	-	428,810
Dues for national and state United Way organizations	68,376	-	-	68,376
Total supporting services	1,691,150	-	-	1,691,150
Total expenditures	6,231,893	-	-	6,231,893
Operating surplus (deficit)	(31,414)	427,881	-	396,467
Non-operating items:				
Unrealized gain on investments	11,289	2,325	-	13,614
Realized gain on investments	66,014	-	-	66,014
Investment income	121,908	15,180	-	137,088
Total non-operating items	199,211	17,505	-	216,716
Increase in net assets	167,797	445,386	-	613,183
Net assets:				
Beginning of period	7,939,866	2,606,453	102,452	10,648,771
End of year	\$ 8,107,663	\$ 3,051,839	\$ 102,452	\$ 11,261,954

See notes to financial statements.

United Way of Pierce County

**Statements of Cash Flows
Years Ended December 31, 2015 and 2014**

	2015	2014
Cash flows from operating activities:		
Cash received from donors and grantors	\$ 4,017,526	\$ 5,362,872
Cash received from tenants	348,172	324,439
Cash paid to agencies	(1,795,876)	(1,715,819)
Cash paid to employees and related employee benefits	(2,249,944)	(2,249,947)
Cash paid to suppliers	(557,347)	(1,027,623)
Investment income	193,518	137,088
Net cash (used in) provided by operating activities	(43,951)	831,010
Cash flows from investing activities:		
Purchase of furniture and equipment	(124,982)	(25,714)
Purchase of investments	(664,097)	(599,297)
Proceeds from investment sales	317,581	248,286
Net cash used in investing activities	(471,498)	(376,725)
Cash flows from financing activities:		
Payment on grants payable	(102,500)	(102,500)
Net (decrease) increase in cash and cash equivalents	(617,949)	351,785
Cash and cash equivalents:		
Beginning of year	2,112,043	1,760,258
End of year	<u>\$ 1,494,094</u>	<u>\$ 2,112,043</u>
Reconciliation of changes in net assets to net cash (used in) provided by operating activities:		
Changes in net assets	\$ (615,737)	\$ 613,183
Reconciling adjustments (non-cash items):		
Depreciation	223,688	203,329
Amortization	3,856	4,317
Deferred rent	(26,400)	(26,400)
Loss on realized investments	(8,199)	(66,014)
Unrealized gain (loss) on investments	196,954	(13,614)
Net present value adjustment for grant payable	8,025	12,340
Changes in assets and liabilities:		
Promises receivable	288,551	90,562
Prepaid expenses	30,433	(16,775)
Other assets	(16,826)	2
Accounts payable and accrued expenses and agency funds payable	(128,296)	30,080
Net cash (used in) provided by operating activities	\$ (43,951)	\$ 831,010

See notes to financial statements.

United Way of Pierce County

Statement of Functional Expenses
Year Ended December 31, 2015

	Supporting Services			Community Program Services			
	Management and General	Fundraising	Marketing and Community Education, Including In-Kind Advertising	Dues for National and State United Way Organizations	Total Supporting Services	Net Funds Distributed to Community Nonprofits	Gifts In-Kind Distributed to Community Nonprofits
Salaries	\$ 304,753	\$ 404,661	\$ 114,627	\$ -	\$ 824,041	\$ -	\$ -
Employee health and retirement benefits	55,517	72,364	16,114	-	143,995	-	-
Payroll taxes	20,028	31,463	8,594	-	60,085	-	-
Total salaries and related expenses	380,298	508,488	139,335	-	1,028,121	-	-
Professional fees and contract services	65,609	650	31,371	-	97,630	-	-
Supplies	2,176	5,480	2,520	-	10,176	-	-
Telephone, fax and Internet	3,223	3,255	1,493	-	7,971	-	-
Postage and shipping	4,587	2,815	1,395	-	8,797	-	-
Occupancy	2,368	4,736	1,437	-	8,541	-	-
Equipment rental and maintenance	10,331	10,282	3,151	-	23,764	-	-
Printing publications and awards	2,445	22,509	21,927	-	46,881	-	-
Auto allowances and travel	8,420	10,227	1,007	-	19,654	-	-
Conferences, events and meetings	15,006	15,263	25,350	-	55,619	-	-
Dues	2,278	1,352	-	-	3,630	-	-
In-kind advertising	-	-	100,379	-	100,379	-	-
Miscellaneous	17,956	4,672	-	-	22,628	-	-
Depreciation and amortization	14,533	16,651	6,465	-	37,649	-	-
United Way dues	-	-	-	77,312	77,312	-	-
Gifts in-kind distributed to community nonprofits	-	-	-	-	-	-	1,541,750
Net funds distributed to community nonprofits	-	-	-	-	-	1,751,361	-
Total functional expenses	\$ 529,230	\$ 606,380	\$ 335,830	\$ 77,312	\$ 1,548,752	\$ 1,751,361	\$ 1,541,750

See notes to financial statements.

Community Impact	Betye Martin Baker Human Service Center	2-1-1 HelpLine	Retired Senior Volunteer Program	Gifts In-Kind Program Expenses	Volunteer Engagement	Total Community Program Services	Total Expenditures
\$ 374,131	\$ -	\$ 205,368	\$ 60,598	\$ 34,484	\$ 89,770	\$ 764,351	\$ 1,588,392
62,600	-	34,996	12,207	12,595	17,702	140,100	284,095
23,255	-	17,541	4,602	2,631	6,603	54,632	114,717
459,986	-	257,905	77,407	49,710	114,075	959,083	1,987,204
16,826	-	3,258	307			20,391	118,021
10,836	-	4,897	1,300	756	4,039	21,828	32,004
1,743	-	3,237	395	393	393	6,161	14,132
710	-	342	844	282	125	2,303	11,100
4,553	257,275	7,051	7,396	3,610	911	280,796	289,337
22,430	-	9,149	660	1,012	3,886	37,137	60,901
485	-	1,098	1,250	406	22	3,261	50,142
5,152	-	3,250	32,167	1,071	2,207	43,847	63,501
4,858	-	1,979	4,716	167	5,938	17,658	73,277
300	-	1,213	698	1,120	487	3,818	7,448
-	-	-	-	-	-	-	100,379
1,124	-	3,023	-	-	-	4,147	26,775
14,936	157,618	8,369	3,590	1,653	3,729	189,895	227,544
-	-	-	-	-	-	-	77,312
-	-	-	-	-	-	1,541,750	1,541,750
-	-	-	-	-	-	1,751,361	1,751,361
\$ 543,939	\$ 414,893	\$ 304,771	\$ 130,730	\$ 60,180	\$ 135,812	\$ 4,883,436	\$ 6,432,188

United Way of Pierce County

Statement of Functional Expenses
Year Ended December 31, 2014

	Supporting Services				Community Program Services			
	Management and General	Fundraising	Marketing and Community Education, Including In-Kind Advertising	Dues for National and State United Way Organizations	Total Supporting Services	Net Funds Distributed to Community Nonprofits	Gifts In-Kind Distributed to Community Nonprofits	
Salaries	\$ 271,948	\$ 485,566	\$ 145,862	\$ -	\$ 903,376	\$ -	\$ -	
Employee health and retirement benefits	63,009	78,164	26,045	-	167,218	-	-	
Payroll taxes	20,120	33,139	10,618	-	63,877	-	-	
Total salaries and related expenses	355,077	596,869	182,525	-	1,134,471	-	-	
Professional fees and contract services	73,436	677	20,909	-	95,022	-	-	
Supplies	6,647	12,835	2,463	-	21,945	-	-	
Telephone, fax and Internet	4,894	4,294	2,769	-	11,957	-	-	
Postage and shipping	3,658	2,648	4,084	-	10,390	-	-	
Occupancy	2,172	4,070	1,494	-	7,736	-	-	
Equipment rental and maintenance	16,874	10,186	3,677	-	30,737	-	-	
Printing publications and awards	2,628	26,757	34,735	-	64,120	-	-	
Auto allowances and travel	3,442	10,491	387	-	14,320	-	-	
Conferences, events and meetings	6,924	13,362	42,581	-	62,867	-	-	
Dues	2,493	1,201	-	-	3,694	-	-	
In-kind advertising	-	-	127,866	-	127,866	-	-	
Miscellaneous	9,732	1,490	-	-	11,222	-	-	
Depreciation and amortization	8,782	12,325	5,320	-	26,427	-	-	
United Way dues	-	-	-	68,376	68,376	-	-	
Gifts in-kind to community nonprofits	-	-	-	-	-	-	1,121,132	
Distributions to community nonprofits	-	-	-	-	-	1,700,234	-	
Total functional expenses	\$ 496,759	\$ 697,205	\$ 428,810	\$ 68,376	\$ 1,691,150	\$ 1,700,234	\$ 1,121,132	

See notes to financial statements.

Community Impact	Betye Martin Baker Human Service Center	2-1-1 HelpLine	Retired Senior Volunteer Program	Youth United	Gifts In-Kind Program Expenses	Volunteer Engagement	Total Community Program Services	Total Expenditures
\$ 430,716	\$ -	\$ 248,112	\$ 73,092	\$ 48,780	\$ 42,988	\$ 38,735	\$ 882,423	\$ 1,785,799
70,976	-	42,294	15,140	10,469	21,537	8,327	168,743	335,961
27,777	-	21,160	5,553	3,468	3,256	3,093	64,307	128,184
529,469	-	311,566	93,785	62,717	67,781	50,155	1,115,473	2,249,944
-	-	3,627	-	-	-	-	3,627	98,649
5,016	-	3,260	102	814	762	939	10,893	32,838
3,344	-	6,515	656	1,123	668	964	13,270	25,227
349	-	275	535	188	207	224	1,778	12,168
2,725	253,223	1,640	6,800	680	2,840	410	268,318	276,054
18,449	-	5,724	1,661	3,288	1,636	3,145	33,903	64,640
260	-	3,829	543	1,535	-	565	6,732	70,852
5,122	-	8,934	28,805	974	2,225	1,153	47,213	61,533
11,700	-	4,162	3,227	8,286	12	2,845	30,232	93,099
3,075	-	-	200	-	2,120	413	5,808	9,502
-	-	-	-	-	-	-	-	127,866
886	-	25	-	-	-	-	911	12,133
10,445	158,096	6,291	2,453	1,432	1,408	1,094	181,219	207,646
-	-	-	-	-	-	-	-	68,376
-	-	-	-	-	-	-	1,121,132	1,121,132
-	-	-	-	-	-	-	1,700,234	1,700,234
\$ 590,840	\$ 411,319	\$ 355,848	\$ 138,767	\$ 81,037	\$ 79,659	\$ 61,907	\$ 4,540,743	\$ 6,231,893

United Way of Pierce County

Notes to Financial Statements

Note 1. Summary of Significant Accounting Policies

Nature of activities: United Way of Pierce County (the Organization) is a Washington not-for-profit corporation organized for the purposes of assessing human service needs, developing financial resources from the public and private sectors, and investing the financial resources to urgent community human service needs in Pierce County, Washington.

Basis of accounting: The Organization prepares its financial statements in accordance with accounting principles generally accepted in the United States of America, which involves the application of accrual accounting. Consequently, revenue and gains are recognized when earned, and expenses and losses are recognized when incurred.

Net assets, revenue and expenses are classified based on the existence or absence of donor-imposed restrictions. The Organization's net assets and changes therein are classified into the following three categories:

- Unrestricted net assets represent expendable funds that are available for support to the Organization's operations. Certain of these amounts have been designated by the board of directors to be utilized for various programs.
- Temporarily restricted net assets consist of contributions that have been restricted by the donor for specific purposes or are not available for use until a specific time.
- Permanently restricted net assets consist of contributions with donor restrictions that stipulate the resources be maintained permanently, but permit the Organization to use or expend part or all of the income derived from the donated assets for either specified or unspecified purposes.

Revenue is reported as increases in unrestricted net assets unless use of the related assets is limited by donor-imposed restrictions. Expenses are reported as decreases in unrestricted net assets. Gains and losses on investments and other assets or liabilities are reported as increases or decreases in unrestricted net assets unless their use is restricted by explicit donor stipulation. Expirations of temporary restrictions on net assets (i.e., the donor-stipulated purpose has been fulfilled and/or the stipulated time period has elapsed) are reported as reclassifications between applicable classes of net assets.

Board designated net assets: The Organization's governance has directed that unrestricted net assets be further classified as either designated or undesignated. The Organization's board has designated the following:

	2015	2014
Betye Martin Baker Human Service Center	\$ 3,009,500	\$ 3,177,556
Community Impact	169,704	159,062
Endowment	3,417,136	3,425,719
Equipment	157,858	102,804
Total board designated net assets	<u>\$ 6,754,198</u>	<u>\$ 6,865,141</u>

United Way of Pierce County

Notes to Financial Statements

Note 1. Summary of Significant Accounting Policies (Continued)

Temporarily restricted net assets: Temporarily restricted net assets as of December 31 are available for the following purposes:

	2015	2014
Campaign results, net	\$ 1,800,691	\$ 2,402,207
Education income and health	644,237	599,632
Housing	50,000	50,000
Total temporarily restricted net assets	<u>\$ 2,494,928</u>	<u>\$ 3,051,839</u>

Net assets released from restrictions during the years ended December 31 are as follows:

	2015	2014
Donor restrictions satisfied:		
Release from prior campaign	\$ 2,402,207	\$ 2,024,041
Education income and health	338,292	502,842
Total net assets released from restrictions	<u>\$ 2,740,499</u>	<u>\$ 2,526,883</u>

Permanently restricted net assets consist of one endowment, with permanently restricted net assets totaling \$102,452 at December 31, 2015 and 2014. Earnings from this endowment are included in temporarily restricted net assets to be used to support education, income, health and housing.

Use of estimates: Preparation of 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 disclosure of contingent assets and liabilities, at the date of the financial statements. Estimates also affect the reported amounts of revenue and expenses during the reporting period. Actual results could differ from those estimates.

Cash and cash equivalents: For purposes of reporting cash flows, the Organization considers all cash accounts, which are not subject to withdrawal restrictions or penalties, and all highly liquid debt instruments purchased with an original maturity of three months or less to be cash equivalents.

The Organization maintains its cash in depository institution accounts, which, at times, may exceed federally insured limits. The Organization has not experienced any losses in such accounts.

Promises receivable: Donors typically pay total promises in installments over a 12-month period. The commencement date of payments will vary among donors; therefore, promises are usually collected within an 18-month cycle (campaign collection cycle). Unconditional promises to give that are expected to be collected within the campaign collection cycle are recorded at their net realizable value. Conditional promises to give are not included as support until such time as the conditions are substantially met and both the timing and the value of the promise are known with reasonable certainty.

All promises receivable are due within one campaign collection cycle. Allowances are provided by campaign year based on amounts estimated to be uncollectible, which are based on past collection experience. The allowance for uncollectibles for the current and prior year campaigns was estimated at \$287,848 and \$290,276 at December 31, 2015 and 2014, respectively.

United Way of Pierce County

Notes to Financial Statements

Note 1. Summary of Significant Accounting Policies (Continued)

Property, plant and equipment: Expenditures for fixed asset additions in excess of \$1,000 are capitalized at cost; the fair value of donated equipment is similarly capitalized. Depreciation is calculated on the straight-line and accelerated methods based on estimated useful lives of five to 10 years for equipment and 15 to 40 years for building and improvements. Contributed property and equipment are recorded at fair value at the date of donation.

Investments: Investments in equity securities with readily determinable fair values and all investments in debt securities are reported at fair value, with gains and losses included on the statements of activities and changes in net assets. Fair values are generally based on trading values on the open market.

Interest and other investment income are reported in the period earned as increases in unrestricted net assets unless the use of the assets is limited by donor-imposed restriction, in which case they are reported as increases in temporarily or permanently restricted assets. Gains and losses on investments are reported as increases or decreases in unrestricted net assets unless their use is temporarily or permanently restricted by explicit donor stipulation or law.

Deferred rent: The Organization has a contract with the State of Washington Department of Social and Health Services (DSHS) and has previously recorded a deferred rent liability of \$660,000, which is being amortized over the 25-year life of the responsibility to provide DSHS with space in the building. As of December 31, 2015 and 2014, the deferred rent liability is \$132,000 and \$158,400, respectively, of which \$26,400 is included in accounts payable and accrued expenses for both years.

Support and revenue: Gifts of cash and other assets are presented as 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 purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported on the statements of activities and changes in net assets as net assets released from restrictions.

The 14-15 campaign included \$838,715 of promises from the South Puget Sound Combined Federal Campaign (CFC). The majority of the CFC pledges are recognized as designated, not as net campaign results in the year earned, due to the timing of the CFC campaign. The Organization is a federation of CFC and does not charge any additional fees to the agencies that are attached to its federation other than those that are applied by law with CFC. Additionally, the Organization does provide accounting and fundraising in support of CFC for a fee.

The majority of the designated funds from the 14-15 campaign have been paid out at December 31, 2015. The 2015-16 campaign was in progress at December 31, 2015, and includes estimated designations totaling \$637,000. Approximately \$60,700 of the estimated designations from the 2015-16 campaign were paid out by December 31, 2015. The remaining designations are included in agency funds payable in the accompanying financial statements.

United Way of Pierce County

Notes to Financial Statements

Note 1. Summary of Significant Accounting Policies (Continued)

The 13-14 campaign included \$931,924 of promises from the South Puget Sound Combined Federal Campaign (CFC). The majority of the CFC pledges are recognized as designated, not as net campaign results in the year earned, due to the timing of the CFC campaign. The Organization is a federation of CFC and does not charge any additional fees to the agencies that are attached to its federation other than those that are applied by law with CFC. Additionally, the Organization does provide accounting and fundraising in support of CFC for a fee.

The majority of the designated funds from the 13-14 campaign have been paid out at December 31, 2014. The 2014-15 campaign was in progress at December 31, 2014, and includes estimated designations totaling \$731,000. Approximately \$120,500 of the estimated designations from the 2014-15 campaign was paid out by December 31, 2014. The remaining designations are included in agency funds payable in the accompanying financial statements.

Payments and designations: Donors may designate their gifts to specific nonprofit agencies. The nonprofit agencies are required to provide the Organization with documentation of their tax-exempt status and verify Patriot Act compliance. The collection of these contributions and distributions to donor-specified agencies are transactions in which the Organization is acting as an agent. These transactions are not reported on the statements of activities and changes in net assets as revenue and expenses but are included in total campaign results as a reduction to gross campaign results. Amounts collected related to donor-specified agencies and held at year-end are reported as agency funds payable.

Functional expenses: Salaries and payroll related costs are allocated to the various supporting and program services of the Organization based on estimates of time incurred for the services by full-time equivalent staff. All other program costs not specifically identified are allocated based on estimates by management. These allocations are reviewed annually and changed as applicable to reflect changes in the activities of the Organization and its personnel.

Federal income taxes: No provision for income taxes has been made in the financial statements since the Organization is exempt from federal income taxes under Internal Revenue Code, Section 501(c)(3). Additionally, the Organization has done an assessment of any uncertain tax positions and has determined it has no uncertain tax positions to record as a liability at December 31, 2015 and 2014.

Forms 990 and 990-T, filed by the Organization, are subject to examination by the Internal Revenue Service, up to three years from the extended due date of each return. Generally, the Organization is no longer subject to income tax examinations for years prior to 2012.

Reclassifications: Certain account reclassifications have been made to the 2014 financial statements to conform to current year presentation. These reclassifications did not affect previously reported change in net assets.

United Way of Pierce County

Notes to Financial Statements

Note 1. Summary of Significant Accounting Policies (Continued)

Recent accounting pronouncements: In May 2014, the FASB issued ASU 2014-09, *Revenue from Contracts with Customers (Topic 606)*, requiring an entity to recognize the amount of revenue to which it expects to be entitled for the transfer of promised goods or services to customers. The updated standard will replace most existing revenue recognition guidance in U.S. GAAP when it becomes effective and permits the use of either a full retrospective or retrospective with cumulative effect transition method. Early adoption is not permitted. In August 2015, the FASB issued ASU 2015-14, which defers the effective date of ASU 2014-09 one year, making it effective for annual reporting periods beginning after December 15, 2018. The Organization has not yet selected a transition method and is currently evaluating the effect that the updated standard will have on the financial statements.

In February 2016, the FASB issued ASU 2016-02, *Leases (Topic 842)*, which sets out the principles for the recognition, measurement, presentation and disclosure of leases for both parties to a contract (i.e., lessees and lessors). The new standard requires lessors to account for leases using an approach that is substantially equivalent to existing guidance for sales-type leases, direct financing leases and operating leases. The standard is effective January 1, 2019, with early adoption permitted. The Organization is in the process of evaluating the impact of this new guidance.

Note 2. Rental Income

The Organization has entered into noncancellable leases with the building's tenants. Lease terms vary from one year to 10 years, with options to extend up to five years, and maturity dates through 2020. The Organization is responsible for all taxes, repairs and maintenance related directly to the building, costs of which may be passed through to the tenants. Future minimum rental receipts under the leases are as follows:

Years ending December 31:	
2016	\$ 243,000
2017	209,000
2018	107,000
2019	107,000
2020	111,000
	<u>\$ 777,000</u>

Rental income earned totaled \$287,245 and \$267,266 at December 31, 2015 and 2014, respectively, and is included in program income on the accompanying statements of activities and changes in net assets. Tenants that have signed lease agreements with the Organization, requiring monthly rental payments as of December 31, 2015, are as follows:

Cares of Washington	\$ 585
Child Care Aware	2,807
Multicare	7,638
First 5 FUNdamentals	181
Children's Museum	9,279
Olympia Buddhist Center	1,213
Violent Crime Victim Services	729
Total monthly rent	<u>\$ 22,432</u>

United Way of Pierce County

Notes to Financial Statements

Note 3. Investments

Investments carried at fair value at December 31 consist of the following:

	Historical Cost	Fair Value
2015		
Corporate bonds - current investments	\$ 907,095	\$ 901,426
Mutual funds - long-term investments	2,990,431	3,523,604
Total investments	<u>\$ 3,897,526</u>	<u>\$ 4,425,030</u>
2014		
Corporate bonds - current investments	\$ 706,896	\$ 701,207
Mutual funds - long-term investments	2,835,691	3,566,062
Total investments	<u>\$ 3,542,587</u>	<u>\$ 4,267,269</u>

Included in total investments are board-designated funds totaling \$3,417,135 and \$3,425,719 at December 31, 2015 and 2014, respectively.

Investments are classified based on the intent of management. Bonds are expected to be used to fund operations and can be sold at that time. Mutual funds are intended to be held long term.

Note 4. Property, Plant and Equipment

Property, plant and equipment consist of the following at December 31:

	2015	2014
Land	\$ 618,300	\$ 618,300
Building	5,770,346	5,770,346
Furniture and equipment	781,214	687,560
	<u>7,169,860</u>	<u>7,076,206</u>
Less accumulated depreciation	4,033,570	3,841,210
Property, plant and equipment, net	<u>\$ 3,136,290</u>	<u>\$ 3,234,996</u>

Note 5. Retirement Plan

The Organization sponsors a 403(b) defined contribution plan for its eligible employees. The Organization currently contributes, at a minimum, 5 percent of each employee's base salary. Annual matching contributions of up to 20 percent of employee contributions are made at management's discretion. Matching contributions made by the Organization for the years ended December 31, 2015 and 2014, totaled \$86,817 and \$91,661, respectively.

United Way of Pierce County

Notes to Financial Statements

Note 6. Contributed Goods and Services

The Organization operates a gifts-in-kind program that accepts donations of products from businesses and individuals. These products are then given by the Organization to other not-for-profit agencies that can benefit by their use. Gifts of new items from retail stores are valued at fair market value. Gifts from individuals are valued at thrift store value.

Employees of local companies participating in the United Way Campaign Executives Program for the year ended December 31, 2015, volunteered 1,120 hours, valued at \$30,845, and December 31, 2014, volunteered 1,120 hours, valued at \$29,926, based on rates established by Independent Sector, a research firm. These volunteers assist the Organization mainly during the annual fund drive in the fall of each year. These services are not recognized in the accompanying financial statements because they do not meet recognition criteria.

The Organization receives sponsorships from corporations to fund special events and campaign executive costs. For the years ended December 31, 2015 and 2014, those costs were \$52,125 and \$55,315, respectively. In addition, local media have provided advertising on a pro bono basis totaling \$100,379 and \$127,866 as of December 31, 2015 and 2014, respectively. The costs associated with the special events, loaned executive costs and donated advertising are included on the statements of functional expenses, in marketing and community education, although no donor funds were expended to provide these goods and services as these items were donated.

A substantial number of other volunteers and corporations have donated time and services to the Organization. No amounts have been reflected in the financial statements for donated services, since no objective basis is available to measure the value of these services.

Note 7. Major Contributor

The Employees Community Fund of Boeing South Puget Sound contributes a substantial amount to the annual campaign. Total pledges of \$450,000 and \$564,354 were made to the Organization in 2015 and 2014, respectively. Any substantial reduction in this level of giving could adversely affect the Organization's operations.

Note 8. Grant Payable

The Organization has made a promise to pay the Boys & Girls Clubs of South Puget Sound \$1 million over 10 years, to be used for the operations of their Hope Centers. The remaining payment of \$98,560, net of related discount, will be paid during 2016.

United Way of Pierce County

Notes to Financial Statements

Note 9. Fair Values Measured on a Recurring Basis

The Organization's investments are valued under the fair value hierarchy established by authoritative guidance whereby Level 1 inputs are based on quoted market prices in active markets for identical assets or liabilities; Level 2 inputs are based primarily on observable market based inputs or unobservable inputs that are corroborated by market data; and Level 3 inputs are valued using unobservable inputs that are not corroborated by market data. Valuation techniques utilized to determine fair value are consistently applied. Level 2 investments consist primarily of bonds at December 31, 2015 and 2014.

	Fair Value Measurements as of December 31, 2015, Using			
	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)	Total
Corporate bonds	\$ -	\$ 901,426	\$ -	\$ 901,426
Mutual funds	3,523,604	-	-	3,523,604
	<u>\$ 3,523,604</u>	<u>\$ 901,426</u>	<u>\$ -</u>	<u>\$ 4,425,030</u>

	Fair Value Measurements as of December 31, 2014, Using			
	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)	Total
Corporate bonds	\$ -	\$ 701,207	\$ -	\$ 701,207
Mutual funds	3,566,062	-	-	3,566,062
	<u>\$ 3,566,062</u>	<u>\$ 701,207</u>	<u>\$ -</u>	<u>\$ 4,267,269</u>

Note 10. Endowment

The Organization's endowment consists of two individual funds established to support programs intended to continue to provide support for human service needs in the community. Its endowment includes both donor-restricted endowment funds and funds designated by the board of directors to function as endowments. As required by generally accepted accounting principles, net assets associated with endowment funds, including funds designated by the board of directors to function as endowments, are classified and reported based on the existence or absence of donor-imposed restrictions.

United Way of Pierce County

Notes to Financial Statements

Note 10. Endowment (Continued)

Interpretation of relevant law: The Organization has interpreted the Uniform Prudent Management of Institutional Funds Act (UPMIFA) adopted by the 2009 Washington legislature as requiring the 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, the Organization classifies as permanently restricted net assets: (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 the donor-restricted endowment fund that is not classified in permanently restricted net assets is classified as temporarily restricted net assets until those amounts are appropriated for expenditure by the Organization in a manner consistent with the standard of prudence prescribed by the state of Washington in its enacted version of UPMIFA. In accordance with UPMIFA, the Organization considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds: (1) the duration and preservation of the endowment fund; (2) the purposes of the Organization and the donor-restricted endowment fund; (3) general economic conditions; (4) the possible effect of inflation and deflation; (5) the expected total return from income and the appreciation of investments; (6) other resources of the Organization; and (7) the investment policies of the Organization.

Endowment net assets composition by type of fund is as follows:

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
December 31, 2015:				
Donor-restricted endowment funds	\$ -	\$ 95,716	\$ 102,452	\$ 198,168
Board-designated endowment funds	3,417,135	-	-	3,417,135
	<u>\$ 3,417,135</u>	<u>\$ 95,716</u>	<u>\$ 102,452</u>	<u>\$ 3,615,303</u>
December 31, 2014:				
Donor-restricted endowment funds	\$ -	\$ 92,357	\$ 102,452	\$ 194,809
Board-designated endowment funds	3,425,719	-	-	3,425,719
	<u>\$ 3,425,719</u>	<u>\$ 92,357</u>	<u>\$ 102,452</u>	<u>\$ 3,620,528</u>

United Way of Pierce County

Notes to Financial Statements

Note 10. Endowment (Continued)

Changes in endowment net assets for the years ended December 31:

	Unrestricted	Temporarily Restricted*	Permanently Restricted	Total
2015				
Endowment net assets, beginning of year	\$ 3,425,719	\$ 92,357	\$ 102,452	\$ 3,620,528
Investment income and net appreciation (depreciation) (realized and unrealized)	(8,584)	3,359	-	(5,225)
Endowment net assets, end of year	<u>\$ 3,417,135</u>	<u>\$ 95,716</u>	<u>\$ 102,452</u>	<u>\$ 3,615,303</u>
2014				
Endowment net assets, beginning of year	\$ 2,990,302	\$ 76,522	\$ 102,452	\$ 3,169,276
Investment income and net appreciation (realized and unrealized)	188,477	15,835	-	204,312
Contributions	246,940	-	-	246,940
Endowment net assets, end of year	<u>\$ 3,425,719</u>	<u>\$ 92,357</u>	<u>\$ 102,452</u>	<u>\$ 3,620,528</u>

* These earnings are included in education, income and health temporarily restricted net assets.

Funds with deficiencies: From time to time, the fair value of assets associated with individual donor-restricted endowment funds may fall below the level that the donor requires the Organization to retain as a fund of perpetual duration. Deficiencies, should they occur, would be the result of unfavorable market fluctuations that occurred shortly after the investment of new permanently restricted contributions and continued appropriation for certain programs that were deemed prudent by the board of directors. At December 31, 2015 and 2014, the Organization did not have any funds with deficiencies.

Return objectives and risk parameters: The Organization has adopted investment policies for endowment assets with a primary objective to provide a dependable source of inflation-adjusted income and to ensure a total return (yield plus capital appreciation) necessary to preserve and enhance (in real dollar terms) the principal of the endowment. Under this policy, as approved by the finance committee of the board of directors, the endowment assets are invested in a manner that is intended to produce appropriate results while assuming a moderate level of investment risk.

United Way of Pierce County

Notes to Financial Statements

Note 10. Endowment (Continued)

Strategies employed for achieving objectives: To satisfy its long-term rate-of-return objectives, the Organization relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). The Organization targets a diversified asset allocation of equities, fixed income securities, and cash held in money market funds to achieve its long-term return objectives within prudent risk constraints.

Spending policy and how the investment objectives relate to spending policy:

Board-designated endowments: The board-designated endowment fund is established in perpetuity. The principal of the board-designated endowment fund will remain intact and only the earnings will be used for funding. Such funding may include programs, or to offset administrative and fundraising costs, or for such other purposes as the board may determine consistent with this policy. However, in the event of a natural disaster, funding reversal or similar unexpected situation, principal may be moved from the board-designated endowment to support operating expenses or to honor commitments made to fund local programs. To establish momentum, the first transfer of earnings will not occur until the principal and accumulated earnings of the endowment fund reaches \$10 million.

These investments are classified as long term, as the intent is to hold the investments; although, the board may decide to use these funds for current operations or provide emergency funding in the future.

Donor-restricted endowments: The spending policy for donor-restricted endowments varies according to the restrictions stipulated in the underlying agreement.

Note 11. Subsequent Events

The Organization has evaluated subsequent events through May 18, 2016, which is the date the financial statements were available to be issued.



RSM US LLP

Independent Auditor's Report on the Supplementary Information

To the Board of Directors
United Way of Pierce County
Tacoma, Washington

Our audits were conducted for the purpose of forming an opinion on the financial statements as a whole. The supplementary information 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 audits 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.

RSM US LLP

Tacoma, Washington
May 18, 2016

United Way of Pierce County

Distributions to Agency Programs

Years Ended December 31, 2015 and 2014

See Independent Auditor's Report on the Supplementary Information

	2015	2014
Regular and special allocations:		
A Step Ahead	\$ 54,121	\$ 54,121
American Red Cross, Tacoma/Pierce County Chapter	16,667	16,667
Associated Ministries of Tacoma	5,789	-
Artondale Elementary PTA	500	-
Bethel Community Services - Outreach Bus	1,000	-
Birth to Three Development Center	-	5,000
Boys & Girls Clubs of South Puget Sound	175,686	160,686
Building Changes	900	-
Camp Fire - Orca Council	18,290	12,501
CARES of Washington	13,000	13,000
Carol Milgard Breast Center	500	-
Catholic Community Services	136,519	136,519
Child Care Resources	2,000	-
Children's Museum	33,561	33,561
Children's Therapy Center	26,598	26,598
Communities in Schools - Lakewood	25,000	25,000
Communities in Schools - Peninsula	20,505	20,505
Communities in Schools - Puyallup	5,000	10,000
Community Health Care Delivery System	14,000	14,000
Community Resource Message Board - Neighborhood Grant	1,500	-
Courage 360	7,000	7,000
Emergency Food Network	176,978	24,417
Exodus Housing	23,449	23,449
Families Unlimited Network UPPC	7,672	7,672
First 5 FUNdamentals - Early Learning	206,049	418,749
FISH Food Banks of Pierce County	18,750	18,750
Foundation for Tacoma Students	10,000	10,500
Franciscan Foundation	30,544	35,544

(Continued)

United Way of Pierce County

Distributions to Agency Programs (Continued)

Years Ended December 31, 2015 and 2014

See Independent Auditor's Report on the Supplementary Information

	2015	2014
Regular and special allocations:		
Hearing Speech and Deafness Center	\$ 16,436	\$ 16,436
Helping Hand House	22,190	22,190
Hilltop Missional Community - Neighborhood Grant	1,500	-
HopeSparks	54,227	54,227
Korean Women's Association	15,333	15,333
L'Arche Tahoma Hope	8,000	8,000
Lakewood Area Shelter Association	10,000	10,000
Lindquist Clinic for Children	28,394	28,394
Little Red Wagon Reading Mobile - Neighborhood Grant	1,000	-
Mary Bridge Children's Health Center	15,186	15,728
Metro Parks Tacoma	7,069	3,350
Mountain View Community Center	7,500	5,000
Multicare Health System	10,250	10,250
Mustard Seed	8,500	8,500
Neighborhood Clinic	11,289	11,289
Olive Crest	21,727	21,727
Orting Food Bank	7,500	7,500
Our Savior Lutheran	7,500	6,200
Parkland First Baptist Food Bank	7,500	-
Peace Community Center	15,759	15,759
Peninsula Community Foundation	8,880	6,200
People's Center Summer Scholarships - Neighborhood Grants	1,000	-
Pierce County Department of Community Connections	18,811	18,811
Pierce County Labor Community Services	22,500	20,500
Puget Sound ESD	25,506	25,506

(Continued)

United Way of Pierce County

Distributions to Agency Programs (Continued)

Years Ended December 31, 2015 and 2014

See Independent Auditor's Report on the Supplementary Information

	2015	2014
Regular and special allocations:		
Reach Out and Read	\$ 41,644	\$ 41,644
Rebuilding Together South Sound	8,000	8,000
Rescue Mission	71,038	71,038
St. Leo's Food Connection	7,500	6,200
Salvation Army - Puyallup Valley Corps	17,583	17,583
Sexual Assault Center of Pierce County	5,500	5,500
South Sound Outreach Services	15,200	1,677
South Sound Together	30,000	-
Springbrook Connect - Neighborhood Grant	1,000	-
Tacoma Community College Foundation	26,936	26,936
Tacoma Community House	54,237	50,237
Tacoma Farmers Market - Food Voucher Program	25,000	-
Tacoma Housing Authority	19,861	19,861
Tacoma Pierce County Health Department	42,561	42,561
Tillicum/American Lake Gardens Community Center	-	3,375
United Way of Chelan & Douglas Counties - Wild Fire Relief Fund	500	-
United Way of Snohomish County - Oso Mudslide	-	1,000
United Ways of Washington - ALICE Project	5,000	-
Willie Stewart Scholarship Fund	500	1,000
YMCA of Tacoma Pierce County	41,727	41,727
YWCA of Pierce County	46,916	46,916
	<u>1,845,838</u>	<u>1,790,394</u>
Adjusted for NPV Boys and Girls Club's Hope Centers	(94,477)	(90,160)
Total regular and special allocations	<u>1,751,361</u>	<u>1,700,234</u>
Donor designations	<u>2,193,424</u>	<u>2,543,283</u>
Total funds distributed	<u><u>\$ 3,944,785</u></u>	<u><u>\$ 4,243,517</u></u>