United Way of Pierce County

Financial Report
December 31, 2017
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Independent auditor’s report

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Supplementary information

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</tbody>
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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, 2017.

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, 2017.

Dona Ponepinto  
President

Peter J Grignon  
Chief Financial Officer

4-24-18  
Date

4-24-18  
Date
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, 2017 and 2016, 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, 2017 and 2016, 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.

Tacoma, Washington
May 16, 2018
### United Way of Pierce County

#### Balance Sheets

**December 31, 2017 and 2016**

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Current assets:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>$2,508,793</td>
<td>$1,591,710</td>
</tr>
<tr>
<td>Promises receivable, less allowance for uncollectibles</td>
<td>1,344,893</td>
<td>1,725,469</td>
</tr>
<tr>
<td>Prepaid expenses</td>
<td>75,108</td>
<td>235,199</td>
</tr>
<tr>
<td>Investments</td>
<td>799,048</td>
<td>801,472</td>
</tr>
<tr>
<td><strong>Total current assets</strong></td>
<td><strong>4,727,842</strong></td>
<td><strong>4,353,850</strong></td>
</tr>
<tr>
<td>Property, plant and equipment, net</td>
<td>2,752,492</td>
<td>2,940,679</td>
</tr>
<tr>
<td>Other assets:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Long-term investments</td>
<td>4,490,236</td>
<td>3,841,299</td>
</tr>
<tr>
<td>Other</td>
<td>88,133</td>
<td>93,023</td>
</tr>
<tr>
<td><strong>Total other assets</strong></td>
<td><strong>4,578,369</strong></td>
<td><strong>3,934,322</strong></td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td><strong>$12,058,703</strong></td>
<td><strong>$11,228,851</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Liabilities and Net Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Current liabilities:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts payable and accrued expenses</td>
<td>$92,531</td>
<td>$70,544</td>
</tr>
<tr>
<td>Agency funds payable</td>
<td>449,447</td>
<td>623,338</td>
</tr>
<tr>
<td>CFC closeout</td>
<td>8,964</td>
<td>44,551</td>
</tr>
<tr>
<td>Deferred grant revenue</td>
<td>672,900</td>
<td>-</td>
</tr>
<tr>
<td><strong>Total current liabilities</strong></td>
<td><strong>1,223,842</strong></td>
<td><strong>738,433</strong></td>
</tr>
<tr>
<td>Deferred rent</td>
<td>52,800</td>
<td>79,200</td>
</tr>
<tr>
<td><strong>Total liabilities</strong></td>
<td><strong>1,276,642</strong></td>
<td><strong>817,633</strong></td>
</tr>
<tr>
<td>Unrestricted net assets:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Board designated</td>
<td>7,461,015</td>
<td>6,856,314</td>
</tr>
<tr>
<td>Undesignated</td>
<td>1,205,213</td>
<td>1,195,925</td>
</tr>
<tr>
<td><strong>Total unrestricted net assets</strong></td>
<td><strong>8,666,228</strong></td>
<td><strong>8,052,239</strong></td>
</tr>
<tr>
<td>Temporarily restricted net assets</td>
<td>2,013,381</td>
<td>2,256,527</td>
</tr>
<tr>
<td>Permanently restricted net assets</td>
<td>102,452</td>
<td>102,452</td>
</tr>
<tr>
<td><strong>Total net assets</strong></td>
<td><strong>10,782,061</strong></td>
<td><strong>10,411,218</strong></td>
</tr>
<tr>
<td><strong>Total liabilities and net assets</strong></td>
<td><strong>$12,058,703</strong></td>
<td><strong>$11,228,851</strong></td>
</tr>
</tbody>
</table>

See notes to financial statements.
# United Way of Pierce County

## Statement of Activities and Changes in Net Assets

**Year Ended December 31, 2017**

<table>
<thead>
<tr>
<th></th>
<th>Unrestricted</th>
<th>Temporarily Restricted</th>
<th>Permanently Restricted</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Public support and revenue:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Campaign results additional</td>
<td>$3,082,139</td>
<td>$-</td>
<td>$-</td>
<td>$3,082,139</td>
</tr>
<tr>
<td>(16-17 campaign)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Release of 16-17 campaign from</td>
<td>1,701,086</td>
<td>(1,701,086)</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>restriction</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Less donor designation</td>
<td>(1,726,305)</td>
<td>-</td>
<td>-</td>
<td>(1,726,305)</td>
</tr>
<tr>
<td>Less provisions for uncollectible</td>
<td>(166,511)</td>
<td>-</td>
<td>-</td>
<td>(166,511)</td>
</tr>
<tr>
<td><strong>Net campaign revenue</strong></td>
<td>2,890,409</td>
<td>(1,701,086)</td>
<td>-</td>
<td>1,189,323</td>
</tr>
<tr>
<td><strong>Gross campaign results</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(17-18 campaign)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Less donor designations</td>
<td>-</td>
<td>2,044,082</td>
<td>-</td>
<td>2,044,082</td>
</tr>
<tr>
<td>Less provisions for uncollectible</td>
<td>-</td>
<td>(450,812)</td>
<td>-</td>
<td>(450,812)</td>
</tr>
<tr>
<td><strong>Net campaign revenue</strong></td>
<td>-</td>
<td>1,557,577</td>
<td>-</td>
<td>1,557,577</td>
</tr>
<tr>
<td><strong>Grants and related</strong></td>
<td>328,677</td>
<td>363,488</td>
<td>-</td>
<td>692,165</td>
</tr>
<tr>
<td><strong>Collection of prior year</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>campaign over previously</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>estimated uncollectibles</td>
<td>81,296</td>
<td>-</td>
<td>-</td>
<td>81,296</td>
</tr>
<tr>
<td><strong>Designations from other</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>United Ways</td>
<td>4,538</td>
<td>-</td>
<td>-</td>
<td>4,538</td>
</tr>
<tr>
<td><strong>Other public support</strong></td>
<td>26,821</td>
<td>-</td>
<td>-</td>
<td>26,821</td>
</tr>
<tr>
<td><strong>Event income</strong></td>
<td>47,400</td>
<td>-</td>
<td>-</td>
<td>47,400</td>
</tr>
<tr>
<td><strong>Designation fees collected</strong></td>
<td>109,069</td>
<td>-</td>
<td>-</td>
<td>109,069</td>
</tr>
<tr>
<td><strong>Campaign executive</strong></td>
<td>49,000</td>
<td>-</td>
<td>-</td>
<td>49,000</td>
</tr>
<tr>
<td><strong>sponsorship</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>In-kind advertising</strong></td>
<td>100,000</td>
<td>-</td>
<td>-</td>
<td>100,000</td>
</tr>
<tr>
<td><strong>Gifts in-kind donations</strong></td>
<td>1,158,205</td>
<td>-</td>
<td>-</td>
<td>1,158,205</td>
</tr>
<tr>
<td><strong>Program income - Betye</strong></td>
<td>381,836</td>
<td>-</td>
<td>-</td>
<td>381,836</td>
</tr>
<tr>
<td>Martin Baker</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Human Service Center</strong></td>
<td>499,386</td>
<td>(499,386)</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Net assets released from</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>restriction</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total revenue</strong></td>
<td>5,676,637</td>
<td>(279,407)</td>
<td>-</td>
<td>5,397,230</td>
</tr>
</tbody>
</table>

(Continued)
United Way of Pierce County

Statement of Activities and Changes in Net Assets (Continued)
Year Ended December 31, 2017

<table>
<thead>
<tr>
<th>Unrestricted</th>
<th>Temporarily Restricted</th>
<th>Permanently Restricted</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Expenditures:</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Community program services:</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Distributions to community nonprofits</td>
<td>$2,925,395</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Less donor designations</td>
<td>(1,726,305)</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Net funds distributed</strong></td>
<td>1,199,090</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Gifts in-kind distributed to community nonprofits</td>
<td>1,175,937</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Community Impact</td>
<td>741,261</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Betye Martin Baker Human Service Center</td>
<td>390,568</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>2-1-1 HelpLine</td>
<td>433,335</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Retired Senior Volunteer Program</td>
<td>40,846</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Gifts in-kind program expenses</td>
<td>58,905</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Volunteer engagement</td>
<td>103,262</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Total community program services</strong></td>
<td>4,143,204</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Supporting services:</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Management and general</td>
<td>539,955</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Fundraising</td>
<td>682,334</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Marketing and community education, including in-kind advertising</td>
<td>308,411</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Dues for national and state United Way organizations</td>
<td>60,597</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Total supporting services</strong></td>
<td>1,591,297</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Total expenditures</strong></td>
<td>5,734,501</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Operating deficit</strong></td>
<td>(57,864)</td>
<td>(279,407)</td>
<td>-</td>
</tr>
<tr>
<td>Non-operating items:</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Unrealized gain on investments</td>
<td>460,457</td>
<td>20,429</td>
<td>-</td>
</tr>
<tr>
<td>Realized gain on investments</td>
<td>57,477</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Investment income</td>
<td>153,919</td>
<td>15,832</td>
<td>-</td>
</tr>
<tr>
<td><strong>Total non-operating items</strong></td>
<td>671,853</td>
<td>36,261</td>
<td>-</td>
</tr>
<tr>
<td><strong>Increase (decrease) in net assets</strong></td>
<td>613,989</td>
<td>(243,146)</td>
<td>-</td>
</tr>
<tr>
<td><strong>Net assets:</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Beginning of year</td>
<td>8,052,239</td>
<td>2,256,527</td>
<td>102,452</td>
</tr>
<tr>
<td>End of year</td>
<td>$8,666,228</td>
<td>$2,013,381</td>
<td>$102,452</td>
</tr>
</tbody>
</table>

See notes to financial statements.
United Way of Pierce County

Statement of Activities and Changes in Net Assets
Year Ended December 31, 2016

<table>
<thead>
<tr>
<th>Public support and revenue:</th>
<th>Unrestricted</th>
<th>Temporarily Restricted</th>
<th>Permanently Restricted</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Campaign results additional (15-16 campaign)</td>
<td>$ 2,966,024</td>
<td>$</td>
<td>$</td>
<td>$ 2,966,024</td>
</tr>
<tr>
<td>Release of 15-16 campaign from restriction</td>
<td>1,800,691</td>
<td>(1,800,691)</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Less donor designation</td>
<td>(1,761,289)</td>
<td>-</td>
<td>-</td>
<td>(1,761,289)</td>
</tr>
<tr>
<td>Less provisions for uncollectible</td>
<td>(167,268)</td>
<td>-</td>
<td>-</td>
<td>(167,268)</td>
</tr>
<tr>
<td><strong>Net campaign revenue (15-16 campaign)</strong></td>
<td>2,838,158</td>
<td>(1,800,691)</td>
<td>-</td>
<td>1,037,467</td>
</tr>
<tr>
<td>Gross campaign results (16-17 campaign)</td>
<td>-</td>
<td>2,370,370</td>
<td>-</td>
<td>2,370,370</td>
</tr>
<tr>
<td>Less donor designations</td>
<td>-</td>
<td>(616,721)</td>
<td>-</td>
<td>(616,721)</td>
</tr>
<tr>
<td>Less provisions for uncollectible</td>
<td>-</td>
<td>(52,563)</td>
<td>-</td>
<td>(52,563)</td>
</tr>
<tr>
<td><strong>Net campaign revenue (16-17 campaign)</strong></td>
<td>-</td>
<td>1,701,086</td>
<td>-</td>
<td>1,701,086</td>
</tr>
<tr>
<td>Grants and related</td>
<td>539,846</td>
<td>64,781</td>
<td>-</td>
<td>604,627</td>
</tr>
<tr>
<td>Collection of prior year campaign over previously estimated uncollectibles</td>
<td>5,604</td>
<td>-</td>
<td>-</td>
<td>5,604</td>
</tr>
<tr>
<td>Designations from other United Ways</td>
<td>4,525</td>
<td>-</td>
<td>-</td>
<td>4,525</td>
</tr>
<tr>
<td>Other public support</td>
<td>15,414</td>
<td>-</td>
<td>-</td>
<td>15,414</td>
</tr>
<tr>
<td>Event income</td>
<td>20,000</td>
<td>-</td>
<td>-</td>
<td>20,000</td>
</tr>
<tr>
<td>Designation fees collected</td>
<td>134,015</td>
<td>-</td>
<td>-</td>
<td>134,015</td>
</tr>
<tr>
<td>Campaign executive sponsorship</td>
<td>32,000</td>
<td>-</td>
<td>-</td>
<td>32,000</td>
</tr>
<tr>
<td>In-kind advertising</td>
<td>101,632</td>
<td>-</td>
<td>-</td>
<td>101,632</td>
</tr>
<tr>
<td>Gifts in-kind donations</td>
<td>1,190,717</td>
<td>-</td>
<td>-</td>
<td>1,190,717</td>
</tr>
<tr>
<td>Program income - Betye Martin Baker</td>
<td>377,352</td>
<td>-</td>
<td>-</td>
<td>377,352</td>
</tr>
<tr>
<td>Human Service Center</td>
<td>223,996</td>
<td>(223,996)</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Total revenue</strong></td>
<td>5,483,259</td>
<td>(258,820)</td>
<td>-</td>
<td>5,224,439</td>
</tr>
</tbody>
</table>

(Continued)
## United Way of Pierce County

### Statement of Activities and Changes in Net Assets (Continued)

**Year Ended December 31, 2016**

<table>
<thead>
<tr>
<th></th>
<th>Unrestricted</th>
<th>Temporarily Restricted</th>
<th>Permanently Restricted</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Expenditures:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Community program services:</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Distributions to community nonprofits</td>
<td>$3,128,333</td>
<td>-</td>
<td>-</td>
<td>$3,128,333</td>
</tr>
<tr>
<td>Less donor designations</td>
<td>(1,761,289)</td>
<td>-</td>
<td>-</td>
<td>(1,761,289)</td>
</tr>
<tr>
<td><strong>Net funds distributed</strong></td>
<td>1,367,044</td>
<td>-</td>
<td>-</td>
<td>1,367,044</td>
</tr>
<tr>
<td>Gifts in-kind distributed to community nonprofits</td>
<td>1,174,674</td>
<td>-</td>
<td>-</td>
<td>1,174,674</td>
</tr>
<tr>
<td>Community Impact</td>
<td>689,673</td>
<td>-</td>
<td>-</td>
<td>689,673</td>
</tr>
<tr>
<td>Betye Martin Baker Human Service Center</td>
<td>373,322</td>
<td>-</td>
<td>-</td>
<td>373,322</td>
</tr>
<tr>
<td>2-1-1 HelpLine</td>
<td>384,937</td>
<td>-</td>
<td>-</td>
<td>384,937</td>
</tr>
<tr>
<td>Retired Senior Volunteer Program</td>
<td>114,563</td>
<td>-</td>
<td>-</td>
<td>114,563</td>
</tr>
<tr>
<td>Gifts in-kind program expenses</td>
<td>58,064</td>
<td>-</td>
<td>-</td>
<td>58,064</td>
</tr>
<tr>
<td>Volunteer engagement</td>
<td>67,226</td>
<td>-</td>
<td>-</td>
<td>67,226</td>
</tr>
<tr>
<td><strong>Total community program services</strong></td>
<td>4,229,503</td>
<td>-</td>
<td>-</td>
<td>4,229,503</td>
</tr>
<tr>
<td>Supporting services:</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Management and general</td>
<td>544,228</td>
<td>-</td>
<td>-</td>
<td>544,228</td>
</tr>
<tr>
<td>Fundraising</td>
<td>609,257</td>
<td>-</td>
<td>-</td>
<td>609,257</td>
</tr>
<tr>
<td>Marketing and community education, including in-kind advertising</td>
<td>337,608</td>
<td>-</td>
<td>-</td>
<td>337,608</td>
</tr>
<tr>
<td>Dues for national and state United Way organizations</td>
<td>66,661</td>
<td>-</td>
<td>-</td>
<td>66,661</td>
</tr>
<tr>
<td><strong>Total supporting services</strong></td>
<td>1,557,754</td>
<td>-</td>
<td>-</td>
<td>1,557,754</td>
</tr>
<tr>
<td><strong>Total expenditures</strong></td>
<td>5,787,257</td>
<td>-</td>
<td>-</td>
<td>5,787,257</td>
</tr>
<tr>
<td><strong>Operating deficit</strong></td>
<td>(303,998)</td>
<td>(258,820)</td>
<td>-</td>
<td>(562,818)</td>
</tr>
<tr>
<td>Non-operating items:</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Unrealized gain on investments</td>
<td>101,897</td>
<td>8,201</td>
<td>-</td>
<td>110,098</td>
</tr>
<tr>
<td>Realized gain on investments</td>
<td>47,729</td>
<td>-</td>
<td>-</td>
<td>47,729</td>
</tr>
<tr>
<td>Investment income</td>
<td>157,774</td>
<td>12,218</td>
<td>-</td>
<td>169,992</td>
</tr>
<tr>
<td><strong>Total non-operating items</strong></td>
<td>307,400</td>
<td>20,419</td>
<td>-</td>
<td>327,819</td>
</tr>
<tr>
<td><strong>Increase (decrease) in net assets</strong></td>
<td>3,402</td>
<td>(238,401)</td>
<td>-</td>
<td>(234,999)</td>
</tr>
<tr>
<td>Net assets:</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Beginning of year</td>
<td>8,048,837</td>
<td>2,494,928</td>
<td>102,452</td>
<td>10,646,217</td>
</tr>
<tr>
<td>End of year</td>
<td>$8,052,239</td>
<td>$2,256,527</td>
<td>$102,452</td>
<td>$10,411,218</td>
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</tbody>
</table>

See notes to financial statements.
United Way of Pierce County

Statements of Cash Flows
Years Ended December 31, 2017 and 2016

<table>
<thead>
<tr>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash flows from operating activities:</td>
<td>Cash flows from operating activities:</td>
</tr>
<tr>
<td>Cash received from donors and grantors $5,449,028 $4,352,463</td>
<td>Cash received from donors and grantors $4,352,463 $3,818,450</td>
</tr>
<tr>
<td>Cash received from tenants 381,836 377,352</td>
<td>Cash received from tenants 377,352 377,352</td>
</tr>
<tr>
<td>Cash paid to agencies (1,372,981) (1,386,809)</td>
<td>Cash paid to agencies (1,386,809) (1,386,809)</td>
</tr>
<tr>
<td>Cash paid to employees and related employee benefits (2,116,458) (1,987,204)</td>
<td>Cash paid to employees and related employee benefits (1,987,204) (1,987,204)</td>
</tr>
<tr>
<td>Cash paid to suppliers (1,467,976) (1,249,996)</td>
<td>Cash paid to suppliers (1,249,996) (1,249,996)</td>
</tr>
<tr>
<td>Investment income 169,751 169,992</td>
<td>Investment income 169,992 169,992</td>
</tr>
<tr>
<td><strong>Net cash provided by operating activities</strong></td>
<td><strong>Net cash provided by operating activities</strong></td>
</tr>
<tr>
<td>1,043,200 275,798</td>
<td>1,043,200 275,798</td>
</tr>
</tbody>
</table>

Cash flows from investing activities:

<table>
<thead>
<tr>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Purchase of furniture and equipment (17,967) (16,187)</td>
<td>Purchase of furniture and equipment (16,187) (16,187)</td>
</tr>
<tr>
<td>Purchase of investments (601,229) (544,240)</td>
<td>Purchase of investments (544,240) (544,240)</td>
</tr>
<tr>
<td>Proceeds from investment sales 493,079 484,326</td>
<td>Proceeds from investment sales 484,326 484,326</td>
</tr>
<tr>
<td><strong>Net cash used in investing activities</strong></td>
<td><strong>Net cash used in investing activities</strong></td>
</tr>
<tr>
<td>(126,117) (76,101)</td>
<td>(126,117) (76,101)</td>
</tr>
</tbody>
</table>

Cash flows from financing activities:

<table>
<thead>
<tr>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Payment on grants payable - (102,081)</td>
<td>Payment on grants payable (102,081) (102,081)</td>
</tr>
<tr>
<td><strong>Net cash used in financing activities</strong></td>
<td><strong>Net cash used in financing activities</strong></td>
</tr>
<tr>
<td>- (102,081)</td>
<td>- (102,081)</td>
</tr>
</tbody>
</table>

Cash and cash equivalents:

<table>
<thead>
<tr>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Beginning of year 1,591,710 1,494,094</td>
<td>Beginning of year 1,494,094 1,494,094</td>
</tr>
<tr>
<td><strong>End of year</strong></td>
<td><strong>End of year</strong></td>
</tr>
<tr>
<td>2,508,793 1,591,710</td>
<td>2,508,793 1,591,710</td>
</tr>
</tbody>
</table>

Reconciliation of changes in net assets to net cash provided by operating activities:

<table>
<thead>
<tr>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Changes in net assets $370,843 $(234,999)</td>
<td>Changes in net assets $234,999 $(234,999)</td>
</tr>
<tr>
<td>Adjustments to reconcile changes in net assets to net cash provided by operating activities:</td>
<td>Adjustments to reconcile changes in net assets to net cash provided by operating activities:</td>
</tr>
<tr>
<td>Depreciation 200,485 211,798</td>
<td>Depreciation 211,798 211,798</td>
</tr>
<tr>
<td>Amortization 4,890 5,848</td>
<td>Amortization 5,848 5,848</td>
</tr>
<tr>
<td>Deferred rent (26,400) (26,400)</td>
<td>Deferred rent (26,400) (26,400)</td>
</tr>
<tr>
<td>Realized gain on investments (57,477) (47,729)</td>
<td>Realized gain on investments (47,729) (47,729)</td>
</tr>
<tr>
<td>Unrealized gain on investments (480,886) (110,098)</td>
<td>Unrealized gain on investments (110,098) (110,098)</td>
</tr>
<tr>
<td>Loss on disposal 5,669 -</td>
<td>Loss on disposal - -</td>
</tr>
<tr>
<td>Net present value adjustment for grant payable - 3,521</td>
<td>Net present value adjustment for grant payable 3,521 -</td>
</tr>
<tr>
<td>Changes in assets and liabilities:</td>
<td>Changes in assets and liabilities:</td>
</tr>
<tr>
<td>Promises receivable 380,576 538,266</td>
<td>Promises receivable 538,266 538,266</td>
</tr>
<tr>
<td>Prepaid expenses 160,091 41,992</td>
<td>Prepaid expenses 41,992 41,992</td>
</tr>
<tr>
<td>Other assets - (3)</td>
<td>Other assets (3) (3)</td>
</tr>
<tr>
<td>Deferred revenue 672,900 -</td>
<td>Deferred revenue - -</td>
</tr>
<tr>
<td>Accounts payable and accrued expenses and agency funds payable (187,491) (22,414)</td>
<td>Accounts payable and accrued expenses and agency funds payable (22,414) (22,414)</td>
</tr>
<tr>
<td><strong>Net cash provided by operating activities</strong></td>
<td><strong>Net cash provided by operating activities</strong></td>
</tr>
<tr>
<td>$1,043,200 $275,798</td>
<td>$1,043,200 $275,798</td>
</tr>
</tbody>
</table>

See notes to financial statements.
### United Way of Pierce County

**Statement of Functional Expenses**

**Year Ended December 31, 2017**

<table>
<thead>
<tr>
<th>Supporting Services</th>
<th>Community Program Services</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Management and Education, Including In-Kind Advertising</strong></td>
<td><strong>Dues for National and State Organizations</strong></td>
</tr>
<tr>
<td><strong>Salaries</strong></td>
<td>$312,822</td>
</tr>
<tr>
<td>Employee health and retirement benefits</td>
<td>64,817</td>
</tr>
<tr>
<td>Payroll taxes</td>
<td>22,016</td>
</tr>
<tr>
<td><strong>Total salaries and related expenses</strong></td>
<td>399,655</td>
</tr>
<tr>
<td><strong>Professional fees and contract services</strong></td>
<td>69,032</td>
</tr>
<tr>
<td>Supplies</td>
<td>3,912</td>
</tr>
<tr>
<td>Telephone, fax and internet</td>
<td>2,772</td>
</tr>
<tr>
<td>Postage and shipping</td>
<td>2,626</td>
</tr>
<tr>
<td>Occupancy</td>
<td>(451)</td>
</tr>
<tr>
<td>Equipment rental and maintenance</td>
<td>17,595</td>
</tr>
<tr>
<td>Printing publications and awards</td>
<td>2,318</td>
</tr>
<tr>
<td>Auto allowances and travel</td>
<td>6,462</td>
</tr>
<tr>
<td>Conferences, events and meetings</td>
<td>16,175</td>
</tr>
<tr>
<td>Dues</td>
<td>3,001</td>
</tr>
<tr>
<td>In-kind advertising</td>
<td>-</td>
</tr>
<tr>
<td>Miscellaneous</td>
<td>7,714</td>
</tr>
<tr>
<td>Depreciation and amortization</td>
<td>6,980</td>
</tr>
<tr>
<td>United Way dues</td>
<td>-</td>
</tr>
<tr>
<td>Gifts in-kind distributed to community nonprofits</td>
<td>-</td>
</tr>
<tr>
<td>Net funds distributed to community nonprofits</td>
<td>-</td>
</tr>
<tr>
<td><strong>Total functional expenses</strong></td>
<td>$539,955</td>
</tr>
</tbody>
</table>

See notes to financial statements.
<table>
<thead>
<tr>
<th>Community Impact</th>
<th>Human Service</th>
<th>2-1-1 HelpLine</th>
<th>Retired Senior Volunteer Program</th>
<th>Gifts In-Kind Volunteer Program</th>
<th>Total Community Engagement Services</th>
<th>Total Expenditures</th>
</tr>
</thead>
<tbody>
<tr>
<td>$467,692</td>
<td>-</td>
<td>$288,815</td>
<td>$9,124</td>
<td>$35,704</td>
<td>$62,255</td>
<td>$863,590</td>
</tr>
<tr>
<td>60,383</td>
<td>-</td>
<td>60,757</td>
<td>2,186</td>
<td>10,963</td>
<td>13,566</td>
<td>147,855</td>
</tr>
<tr>
<td>27,084</td>
<td>-</td>
<td>21,998</td>
<td>690</td>
<td>2,693</td>
<td>4,415</td>
<td>56,880</td>
</tr>
<tr>
<td>555,159</td>
<td>-</td>
<td>371,570</td>
<td>12,000</td>
<td>49,360</td>
<td>80,236</td>
<td>1,068,325</td>
</tr>
<tr>
<td>26,321</td>
<td>-</td>
<td>6,472</td>
<td>1,234</td>
<td>-</td>
<td>208</td>
<td>34,235</td>
</tr>
<tr>
<td>20,908</td>
<td>-</td>
<td>4,436</td>
<td>57</td>
<td>278</td>
<td>5,464</td>
<td>31,143</td>
</tr>
<tr>
<td>2,459</td>
<td>-</td>
<td>4,221</td>
<td>98</td>
<td>385</td>
<td>385</td>
<td>7,548</td>
</tr>
<tr>
<td>350</td>
<td>-</td>
<td>43</td>
<td>364</td>
<td>105</td>
<td>79</td>
<td>941</td>
</tr>
<tr>
<td>2,833</td>
<td>231,898</td>
<td>3,824</td>
<td>4,081</td>
<td>2,584</td>
<td>709</td>
<td>245,929</td>
</tr>
<tr>
<td>43,403</td>
<td>-</td>
<td>12,538</td>
<td>-</td>
<td>2,072</td>
<td>9,996</td>
<td>68,009</td>
</tr>
<tr>
<td>15,060</td>
<td>-</td>
<td>3,915</td>
<td>406</td>
<td>14</td>
<td>281</td>
<td>19,676</td>
</tr>
<tr>
<td>16,541</td>
<td>-</td>
<td>6,128</td>
<td>20,596</td>
<td>1,269</td>
<td>2,374</td>
<td>46,908</td>
</tr>
<tr>
<td>43,399</td>
<td>-</td>
<td>11,831</td>
<td>668</td>
<td>178</td>
<td>1,763</td>
<td>57,839</td>
</tr>
<tr>
<td>2,500</td>
<td>-</td>
<td>1,150</td>
<td>663</td>
<td>1,680</td>
<td>50</td>
<td>6,043</td>
</tr>
<tr>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>12,328</td>
<td>158,670</td>
<td>7,207</td>
<td>679</td>
<td>980</td>
<td>1,717</td>
<td>181,581</td>
</tr>
<tr>
<td>-</td>
<td>-</td>
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<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>1,175,937</td>
</tr>
<tr>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>1,175,937</td>
</tr>
<tr>
<td>$741,261</td>
<td>$390,568</td>
<td>$433,335</td>
<td>$40,846</td>
<td>$58,905</td>
<td>$103,262</td>
<td>$4,143,204</td>
</tr>
<tr>
<td>$5,734,501</td>
<td>$1,199,090</td>
<td>$1,199,090</td>
<td>$1,175,937</td>
<td>$1,175,937</td>
<td>$1,175,937</td>
<td>$1,175,937</td>
</tr>
</tbody>
</table>
### United Way of Pierce County

**Statement of Functional Expenses**

**Year Ended December 31, 2016**

<table>
<thead>
<tr>
<th>Supporting Services</th>
<th>Management and General</th>
<th>Fundraising</th>
<th>Marketing and Community Education, Including In-Kind Advertising</th>
<th>Dues for National and State United Way Organizations</th>
<th>Total Supporting Services</th>
<th>Net Funds Distributed to Community Nonprofits</th>
<th>Gifts In-Kind Distributed to Community Nonprofits</th>
</tr>
</thead>
<tbody>
<tr>
<td>Salaries</td>
<td>319,024</td>
<td>438,161</td>
<td>96,095</td>
<td>-</td>
<td>853,280</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Employee health and retirement benefits</td>
<td>71,469</td>
<td>60,563</td>
<td>21,704</td>
<td>-</td>
<td>153,736</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Payroll taxes</td>
<td>22,877</td>
<td>24,063</td>
<td>6,925</td>
<td>-</td>
<td>53,865</td>
<td>-</td>
<td>-</td>
</tr>
</tbody>
</table>

**Total salaries and related expenses**  
413,370 522,787 124,724 - 1,060,881 - -

| Professional fees and contract services | 68,590 | 282 | 32,763 | - | 101,635 | - | - |
| Supplies                           | 4,266 | 5,021 | 1,855 | - | 11,142 | - | - |
| Telephone, fax and internet        | 2,856 | 2,461 | 1,584 | - | 6,901 | - | - |
| Postage and shipping               | 502 | 2,014 | 1,613 | - | 4,129 | - | - |
| Occupancy                          | 1,967 | 4,682 | 1,380 | - | 8,029 | - | - |
| Equipment rental and maintenance   | 13,590 | 14,584 | 3,471 | - | 31,645 | - | - |
| Printing publications and awards   | 2,651 | 18,220 | 24,679 | - | 45,550 | - | - |
| Auto allowances and travel         | 130 | 8,545 | 1,006 | - | 9,681 | - | - |
| Conferences, events and meetings   | 9,596 | 13,948 | 37,038 | - | 61,382 | - | - |
| Dues                               | 3,228 | 526 | - | - | 3,753 | - | - |
| In-kind advertising                | - | 101,632 | - | - | 101,632 | - | - |
| Miscellaneous                      | 11,804 | 3,115 | - | - | 14,919 | - | - |
| Depreciation and amortization      | 11,678 | 13,073 | 5,063 | - | 29,814 | - | - |
| United Way dues                    | - | - | 66,661 | - | 66,661 | - | - |
| Gifts in-kind to community nonprofits | - | - | - | - | - | 1,174,674 | - |

**Total functional expenses**  
$544,228 $609,257 $337,608 $66,661 $1,557,754 $1,367,044 $1,174,674

See notes to financial statements.
<table>
<thead>
<tr>
<th>Betye Martin Baker</th>
<th>Retired</th>
<th>Gifts In-Kind</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Impact</td>
<td>2-1-1</td>
<td>Community</td>
<td>Community Impact</td>
</tr>
<tr>
<td>Service</td>
<td>HelpLine</td>
<td>Volunteer</td>
<td>Program</td>
</tr>
<tr>
<td>Center</td>
<td>Program</td>
<td>Expenses</td>
<td>Services</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Engagement</td>
<td>Expenditures</td>
</tr>
<tr>
<td>$475,444</td>
<td>$262,722</td>
<td>$35,092</td>
<td>$38,474</td>
</tr>
<tr>
<td>71,503</td>
<td>48,744</td>
<td>11,453</td>
<td>8,583</td>
</tr>
<tr>
<td>28,435</td>
<td>19,531</td>
<td>2,935</td>
<td>2,705</td>
</tr>
<tr>
<td>575,382</td>
<td>330,997</td>
<td>50,143</td>
<td>49,250</td>
</tr>
<tr>
<td>26,729</td>
<td>3,286</td>
<td>2,169</td>
<td>-</td>
</tr>
<tr>
<td>6,477</td>
<td>4,653</td>
<td>-</td>
<td>623</td>
</tr>
<tr>
<td>1,687</td>
<td>4,822</td>
<td>380</td>
<td>380</td>
</tr>
<tr>
<td>689</td>
<td>271</td>
<td>762</td>
<td>211</td>
</tr>
<tr>
<td>4,311</td>
<td>213,695</td>
<td>3,449</td>
<td>7,878</td>
</tr>
<tr>
<td>43,028</td>
<td>13,211</td>
<td>685</td>
<td>1,302</td>
</tr>
<tr>
<td>2,491</td>
<td>7,317</td>
<td>176</td>
<td>9</td>
</tr>
<tr>
<td>7,993</td>
<td>6,711</td>
<td>47,432</td>
<td>967</td>
</tr>
<tr>
<td>3,200</td>
<td>1,876</td>
<td>1,854</td>
<td>137</td>
</tr>
<tr>
<td>2,700</td>
<td>-</td>
<td>626</td>
<td>1,400</td>
</tr>
<tr>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>188</td>
<td>85</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>14,798</td>
<td>159,627</td>
<td>8,260</td>
<td>2,458</td>
</tr>
<tr>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>$689,673</td>
<td>$373,322</td>
<td>$384,937</td>
<td>$114,563</td>
</tr>
</tbody>
</table>
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 those financial resources in urgent community human service needs in Pierce County, Washington, with an overarching vision of breaking the cycle of poverty for children and families.

Basis of accounting: The Organization prepares its financial statements in accordance with accounting principles generally accepted in the United States of America (U.S. GAAP), 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:

<table>
<thead>
<tr>
<th>Category</th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Betye Martin Baker Human Service Center</td>
<td>$2,904,789</td>
<td>$2,912,561</td>
</tr>
<tr>
<td>Community Impact</td>
<td>141,534</td>
<td>152,315</td>
</tr>
<tr>
<td>Endowment</td>
<td>4,333,075</td>
<td>3,675,412</td>
</tr>
<tr>
<td>Equipment</td>
<td>81,617</td>
<td>116,026</td>
</tr>
<tr>
<td>Total board-designated net assets</td>
<td>$7,461,015</td>
<td>$6,856,314</td>
</tr>
</tbody>
</table>
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:

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Campaign results, net</td>
<td>$1,557,577</td>
<td>$1,701,086</td>
</tr>
<tr>
<td>Education income and health</td>
<td>405,804</td>
<td>505,441</td>
</tr>
<tr>
<td>Housing</td>
<td>50,000</td>
<td>50,000</td>
</tr>
<tr>
<td><strong>Total temporarily restricted net assets</strong></td>
<td><strong>$2,013,381</strong></td>
<td><strong>$2,256,527</strong></td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Donor restrictions satisfied:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Release from prior campaign</td>
<td>$1,701,086</td>
<td>$1,800,691</td>
</tr>
<tr>
<td>Education income and health</td>
<td>499,386</td>
<td>223,996</td>
</tr>
<tr>
<td><strong>Total net assets released from restrictions</strong></td>
<td><strong>$2,200,472</strong></td>
<td><strong>$2,024,687</strong></td>
</tr>
</tbody>
</table>

Permanently restricted net assets consist of one endowment, with permanently restricted net assets totaling approximately $102,500 at both December 31, 2017 and 2016. Earnings from this endowment are included in temporarily restricted net assets to be used to support children and families.

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 $214,000 and $242,000 at December 31, 2017 and 2016, respectively.
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 grant revenue: The organization accounts for its grants as exchange transactions. As such, when payments are received in advance of performance of the services, deferred revenue is recorded. Revenue is recognized as allowable expenditures are incurred.

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, 2017 and 2016, the deferred rent liability is $79,200 and $105,600, 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 Organization is a federation of the South Puget Sound Combined Federal Campaign (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 provides accounting and fundraising in support of CFC for a fee. The majority of the CFC pledges are recognized as designated, not as net campaign revenue in the year earned, due to the timing of the CFC campaign.

The 17-18 campaign was in progress at December 31, 2017, and includes estimated designations totaling $451,000. Approximately $85,000 of the estimated designations from the 17-18 campaign were paid out by December 31, 2017. The remaining designations are included in agency funds payable in the accompanying financial statements. The 16-17 campaign included $521,000 of estimated promises from the CFC. The majority of the designated funds from the 16-17 campaign have been paid out at December 31, 2017.

The 16-17 campaign was in progress at December 31, 2016, and includes estimated designations totaling $616,700. Approximately $87,300 of the estimated designations from the 2016-17 campaign were paid out by December 31, 2016. The remaining designations are included in agency funds payable in the accompanying financial statements. The 15-16 campaign included $568,813 of promises from the CFC. The majority of the designated funds from the 15-16 campaign have been paid out at December 31, 2016.
Note 1. Summary of Significant Accounting Policies (Continued)

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, 2017 and 2016.

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 2014.

Recent accounting pronouncements: In August 2016, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) 2016-14, Not-for-Profit Entities (Topic 958): Presentation of Financial Statements of Not-for-Profit Entities, to improve how a not-for-profit organization classifies its net assets, as well as the information it presents in financial statements and notes about its liquidity, financial performance, and cash flows. Among other changes, the ASU replaces the three current classes of net assets with two new classes, “net assets with donor restrictions” and “net assets without donor restrictions”, and expands disclosures about the nature and amount of any donor restrictions and board designations. ASU 2016-05 is effective for annual periods beginning after December 15, 2017, with early adoption permitted. The Organization is currently evaluating the impact the adoption of this guidance will have on the financial statements.

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 2022. 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. Approximate future minimum rental receipts under the leases are as follows:

<table>
<thead>
<tr>
<th>Years ending December 31:</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>$ 217,000</td>
</tr>
<tr>
<td>2019</td>
<td>174,000</td>
</tr>
<tr>
<td>2020</td>
<td>172,000</td>
</tr>
<tr>
<td>2021</td>
<td>60,000</td>
</tr>
<tr>
<td>2022</td>
<td>8,000</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$ 631,000</strong></td>
</tr>
</tbody>
</table>

Rental income earned totaled $316,476 and $317,183 at December 31, 2017 and 2016, 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, 2017, are as follows:

<table>
<thead>
<tr>
<th>Tenants</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Cares of Washington</td>
<td>$ 585</td>
</tr>
<tr>
<td>Child Care Aware</td>
<td>2,807</td>
</tr>
<tr>
<td>Multicare Health System</td>
<td>7,638</td>
</tr>
<tr>
<td>First 5 FUNdamentals - Early Learning</td>
<td>575</td>
</tr>
<tr>
<td>Children’s Museum of Tacoma</td>
<td>13,027</td>
</tr>
<tr>
<td>Olympia Buddhist Center</td>
<td>1,213</td>
</tr>
<tr>
<td>Violent Crime Victim Services</td>
<td>729</td>
</tr>
<tr>
<td><strong>Total monthly rent</strong></td>
<td><strong>$ 26,574</strong></td>
</tr>
</tbody>
</table>

Note 3. Investments
Investments carried at fair value at December 31 consist of the following:

<table>
<thead>
<tr>
<th></th>
<th>Historical Cost</th>
<th>Fair Value</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>2017:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Corporate bonds - current investments</td>
<td>$ 802,250</td>
<td>$ 799,048</td>
</tr>
<tr>
<td>Mutual funds - long-term investments</td>
<td>3,369,423</td>
<td>4,490,236</td>
</tr>
<tr>
<td><strong>Total investments</strong></td>
<td><strong>$ 4,171,673</strong></td>
<td><strong>$ 5,289,284</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>Historical Cost</th>
<th>Fair Value</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>2016:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Corporate bonds - current investments</td>
<td>$ 804,808</td>
<td>$ 801,472</td>
</tr>
<tr>
<td>Mutual funds - long-term investments</td>
<td>3,200,225</td>
<td>3,841,299</td>
</tr>
<tr>
<td><strong>Total investments</strong></td>
<td><strong>$ 4,005,033</strong></td>
<td><strong>$ 4,642,771</strong></td>
</tr>
</tbody>
</table>
Note 3. Investments (Continued)

Included in total investments are board-designated funds totaling $4,333,075 and $3,675,412 at December 31, 2017 and 2016, 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:

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Land</td>
<td>$618,300</td>
<td>$618,300</td>
</tr>
<tr>
<td>Building</td>
<td>5,770,346</td>
<td>5,770,345</td>
</tr>
<tr>
<td>Furniture and equipment</td>
<td>758,659</td>
<td>776,627</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>7,147,305</strong></td>
<td><strong>7,165,272</strong></td>
</tr>
<tr>
<td>Less accumulated depreciation</td>
<td>4,394,813</td>
<td>4,224,593</td>
</tr>
<tr>
<td><strong>Property, plant and equipment, net</strong></td>
<td><strong>$2,752,492</strong></td>
<td><strong>$2,940,679</strong></td>
</tr>
</tbody>
</table>

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, 2017 and 2016, totaled $94,982 and $79,765, respectively.

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, 2017, volunteered 560 hours, valued at $16,822 and, for the year ended December 31, 2016, volunteered 560 hours, valued at $16,234, 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, 2017 and 2016, those costs were $96,400 and $52,000, respectively. In addition, local media have provided advertising on a pro bono basis totaling $100,000 and $101,632 as of December 31, 2017 and 2016, 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.
Note 6. Contributed Goods and Services (Continued)

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. 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, 2017 and 2016.

<table>
<thead>
<tr>
<th></th>
<th>Quoted Prices</th>
<th>Significant for Identical Assets (Level 1)</th>
<th>Significant Observables (Level 2)</th>
<th>Significant Unobservables (Level 3)</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Corporate bonds</td>
<td>$799,048</td>
<td>$799,048</td>
<td>-</td>
<td>-</td>
<td>$799,048</td>
</tr>
<tr>
<td>Mutual funds</td>
<td>$4,490,236</td>
<td>$4,490,236</td>
<td></td>
<td>-</td>
<td>$5,289,284</td>
</tr>
</tbody>
</table>

Fair Value Measurements as of December 31, 2016, Using

<table>
<thead>
<tr>
<th></th>
<th>Quoted Prices</th>
<th>Significant for Identical Assets (Level 1)</th>
<th>Significant Observables (Level 2)</th>
<th>Significant Unobservables (Level 3)</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Corporate bonds</td>
<td>$801,472</td>
<td>$801,472</td>
<td>-</td>
<td>-</td>
<td>$801,472</td>
</tr>
<tr>
<td>Mutual funds</td>
<td>$3,841,299</td>
<td>$3,841,299</td>
<td></td>
<td>-</td>
<td>$4,642,771</td>
</tr>
</tbody>
</table>

Note 8. 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 8.  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:

<table>
<thead>
<tr>
<th></th>
<th>Unrestricted</th>
<th>Temporarily Restricted</th>
<th>Permanently Restricted</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>December 31, 2017:</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Donor-restricted endowment funds</td>
<td>$ -</td>
<td>$ 146,093</td>
<td>$ 102,452</td>
<td>$ 248,545</td>
</tr>
<tr>
<td>Board-designated endowment funds</td>
<td>4,333,075</td>
<td>-</td>
<td>-</td>
<td>4,333,075</td>
</tr>
<tr>
<td></td>
<td>$ 4,333,075</td>
<td>$ 146,093</td>
<td>$ 102,452</td>
<td>$ 4,581,620</td>
</tr>
<tr>
<td>December 31, 2016:</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Donor-restricted endowment funds</td>
<td>$ -</td>
<td>$ 112,788</td>
<td>$ 102,452</td>
<td>$ 215,240</td>
</tr>
<tr>
<td>Board-designated endowment funds</td>
<td>3,675,412</td>
<td>-</td>
<td>-</td>
<td>3,675,412</td>
</tr>
<tr>
<td></td>
<td>$ 3,675,412</td>
<td>$ 112,788</td>
<td>$ 102,452</td>
<td>$ 3,890,652</td>
</tr>
</tbody>
</table>
United Way of Pierce County

Notes to Financial Statements

Note 8.  Endowment (Continued)

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

<table>
<thead>
<tr>
<th></th>
<th>Unrestricted</th>
<th>Temporarily Restricted*</th>
<th>Permanently Restricted</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017:</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Endowment net assets, beginning of year</td>
<td>$ 3,675,412</td>
<td>$ 112,788</td>
<td>$ 102,452</td>
<td>$ 3,890,652</td>
</tr>
<tr>
<td>Investment income and net appreciation (realized and unrealized)</td>
<td>657,663</td>
<td>33,305</td>
<td>-</td>
<td>690,968</td>
</tr>
<tr>
<td>Endowment net assets, end of year</td>
<td>$ 4,333,075</td>
<td>$ 146,093</td>
<td>$ 102,452</td>
<td>$ 4,581,620</td>
</tr>
</tbody>
</table>

| 2016:                |              |                         |                        |           |
| Endowment net assets, beginning of year | $ 3,417,135 | $ 95,716                | $ 102,452              | $ 3,615,303 |
| Investment income and net appreciation (realized and unrealized) | 258,277     | 17,072                  | -                      | 275,349   |
| Endowment net assets, end of year | $ 3,675,412 | $ 112,788               | $ 102,452              | $ 3,890,652 |

* 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, 2017 and 2016, 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.

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.
United Way of Pierce County

Notes to Financial Statements

Note 8  Endowment (Continued)

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 9.  Subsequent Events

The Organization has evaluated subsequent events through May 16, 2018, which is the date the financial statements were available to be issued.
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, distributions to agency programs, 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.

Other Matter
Our audit was conducted for the purpose of forming an opinion on the basic financial statements as a whole. The Other Highlights information is presented for purposes of additional analysis and is not a required part of the financial statements. Such information has not been subjected to the auditing procedures applied in the audit of the financial statements and, accordingly, we do not express an opinion or provide any assurance on it.

Tacoma, Washington
May 16, 2018
United Way of Pierce County
Other Highlights
Year Ended December 31, 2017

This additional information is intended to give the reader other information about their investment in United Way of Pierce County that is not part of the audited financials, but makes a difference in the community in assisting other nonprofits and individuals needing assistance.

2017 Volunteer Engagement Efforts
United Way convenes community volunteers to assist other Pierce County nonprofits each year as well as our own initiatives. Because of our efforts, volunteer engagement programming engaged 2,614 volunteers in 29,850 hours of service valued at $736,985. The value is derived using rates established by an organization called Independent Sector.

FamilyWize
Our 2-1-1 HelpLine referral center connects approximately 70,000 people annually that need help with other nonprofits who can potentially help them. One part of the referral efforts is a relationship we have with FamilyWize, an organization that negotiates deep discounts on prescriptions with pharmacies across America. The individuals using the program collectively saved $149,649.

Betye Martin Baker Human Service Center
United Way owns its building free and clear and offers other nonprofit tenants an average of 30 percent below market rents, and 70 percent below market rent for the child care center, thus saving nonprofits additional money for their mission. The estimated annual savings were $306,000.
# United Way of Pierce County

## Distributions to Agency Programs
### Years Ended December 31, 2017 and 2016

See Independent Auditor’s Report on the Supplementary Information

<table>
<thead>
<tr>
<th>Agency Program</th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>A Step Ahead in Pierce County</td>
<td>$25,000</td>
<td>$54,121</td>
</tr>
<tr>
<td>American Red Cross, Tacoma/Pierce County Chapter</td>
<td>-</td>
<td>$16,667</td>
</tr>
<tr>
<td>ANEW</td>
<td>20,000</td>
<td>-</td>
</tr>
<tr>
<td>Army MWR Holiday Assistance</td>
<td>200</td>
<td>-</td>
</tr>
<tr>
<td>Associated Ministries of Tacoma</td>
<td>35,000</td>
<td>-</td>
</tr>
<tr>
<td>Bethel Community Services - Outreach Bus</td>
<td>7,500</td>
<td>5,000</td>
</tr>
<tr>
<td>Boy Scouts</td>
<td>1,200</td>
<td>-</td>
</tr>
<tr>
<td>Boys &amp; Girls Clubs of South Puget Sound</td>
<td>40,000</td>
<td>61,706</td>
</tr>
<tr>
<td>Camp Fire - Orca Council</td>
<td>-</td>
<td>18,290</td>
</tr>
<tr>
<td>Cares of Washington</td>
<td>18,500</td>
<td>13,000</td>
</tr>
<tr>
<td>Catholic Community Services</td>
<td>25,000</td>
<td>136,519</td>
</tr>
<tr>
<td>Centro Latino Service</td>
<td>12,500</td>
<td>-</td>
</tr>
<tr>
<td>Children’s Therapy Center</td>
<td>30,000</td>
<td>26,598</td>
</tr>
<tr>
<td>Children’s Home Society</td>
<td>20,000</td>
<td>-</td>
</tr>
<tr>
<td>Children’s Museum of Tacoma</td>
<td>31,000</td>
<td>32,561</td>
</tr>
<tr>
<td>Clover Park South Sound Military Partnership</td>
<td>480</td>
<td>-</td>
</tr>
<tr>
<td>Clover Park Technical College - CSF</td>
<td>34,500</td>
<td>198</td>
</tr>
<tr>
<td>Communities in Schools - Lakewood</td>
<td>20,000</td>
<td>25,000</td>
</tr>
<tr>
<td>Communities in Schools - Peninsula</td>
<td>15,000</td>
<td>20,505</td>
</tr>
<tr>
<td>Communities in Schools - Puyallup</td>
<td>10,000</td>
<td>-</td>
</tr>
<tr>
<td>Communities in Schools - Tacoma</td>
<td>31,000</td>
<td>-</td>
</tr>
<tr>
<td>Community Care Ministries</td>
<td>-</td>
<td>5,000</td>
</tr>
<tr>
<td>Community Health Care Delivery System</td>
<td>500</td>
<td>14,000</td>
</tr>
<tr>
<td>Consejo Counseling</td>
<td>18,180</td>
<td>-</td>
</tr>
<tr>
<td>Cottage Stone</td>
<td>1,500</td>
<td>-</td>
</tr>
<tr>
<td>Courage 360</td>
<td>4,168</td>
<td>7,000</td>
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<tr>
<td>Eatonville Family Agency</td>
<td>3,800</td>
<td>5,000</td>
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<tr>
<td>Emergency Food Network</td>
<td>78,986</td>
<td>21,417</td>
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<tr>
<td>Exodus Housing</td>
<td>-</td>
<td>23,449</td>
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<tr>
<td>Families Unlimited Network UPPC</td>
<td>-</td>
<td>7,672</td>
</tr>
<tr>
<td>First 5 FUNdamentals - Early Learning</td>
<td>12,550</td>
<td>46,184</td>
</tr>
<tr>
<td>FISH Food Banks of Pierce County</td>
<td>30,000</td>
<td>18,750</td>
</tr>
<tr>
<td>Food Backpacks 4 Kids</td>
<td>3,000</td>
<td>-</td>
</tr>
<tr>
<td>Foundation for Tacoma Students</td>
<td>600</td>
<td>6,000</td>
</tr>
<tr>
<td>Franciscan Foundation</td>
<td>-</td>
<td>30,544</td>
</tr>
</tbody>
</table>

(Continued)
United Way of Pierce County

Distributions to Agency Programs (Continued)
Years Ended December 31, 2017 and 2016
See Independent Auditor’s Report on the Supplementary Information

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Goodwill of the Olympics and Rainier Region</td>
<td>$41,250</td>
<td>$27,727</td>
</tr>
<tr>
<td>Graduate Tacoma</td>
<td>4,000</td>
<td>-</td>
</tr>
<tr>
<td>Hearing Speech and Deafness Center</td>
<td>-</td>
<td>16,436</td>
</tr>
<tr>
<td>Helping Hand House</td>
<td>20,000</td>
<td>22,190</td>
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<tr>
<td>HopeSparks</td>
<td>27,400</td>
<td>54,227</td>
</tr>
<tr>
<td>HUGS (Neighborhood Grant)</td>
<td>-</td>
<td>700</td>
</tr>
<tr>
<td>Key Peninsula Metro Parks</td>
<td>1,000</td>
<td>-</td>
</tr>
<tr>
<td>Kiwanis Club of Parkland Spanaway</td>
<td>1,500</td>
<td>-</td>
</tr>
<tr>
<td>KBTC Association</td>
<td>-</td>
<td>1,000</td>
</tr>
<tr>
<td>Korean Women’s Association</td>
<td>27,500</td>
<td>15,333</td>
</tr>
<tr>
<td>L’Arche Tahoma Hope</td>
<td>-</td>
<td>8,000</td>
</tr>
<tr>
<td>Lakewood Area Shelter Association</td>
<td>10,000</td>
<td>10,000</td>
</tr>
<tr>
<td>Lindquist Clinic for Children</td>
<td>15,000</td>
<td>28,394</td>
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<tr>
<td>Local Initiatives Support Co - LISC</td>
<td>4,725</td>
<td>-</td>
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<td>Mary Bridge Children’s Health Center</td>
<td>-</td>
<td>15,186</td>
</tr>
<tr>
<td>Mountain View Community Center</td>
<td>4,000</td>
<td>5,000</td>
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<tr>
<td>Multicare Health System</td>
<td>10,000</td>
<td>10,250</td>
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<tr>
<td>Mustard Seed</td>
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<td>8,500</td>
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<td>Neighborhood Clinic</td>
<td>-</td>
<td>11,289</td>
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<tr>
<td>New Phoebe House Association</td>
<td>55,000</td>
<td>-</td>
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<tr>
<td>Northwest Harvest Foodbank</td>
<td>2,500</td>
<td>-</td>
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<tr>
<td>Northwest Furniture Bank</td>
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<td>6,000</td>
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<tr>
<td>Olive Crest</td>
<td>-</td>
<td>21,727</td>
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<tr>
<td>Orting Food Bank</td>
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<td>7,500</td>
</tr>
<tr>
<td>Our Savior Lutheran</td>
<td>7,500</td>
<td>9,000</td>
</tr>
<tr>
<td>Peace Community Center</td>
<td>20,000</td>
<td>15,759</td>
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<td>Peninsula Community Foundation</td>
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<td>People’s Steering Committee (Neighborhood Grants)</td>
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<td>Pierce Conservation District (Neighborhood Grant)</td>
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<td>Pierce County Labor Community Services</td>
<td>20,500</td>
<td>20,500</td>
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<tr>
<td>Pioneer Human Services</td>
<td>36,000</td>
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<tr>
<td>Puget Sound ESD</td>
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<tr>
<td>Reach Out and Read</td>
<td>-</td>
<td>41,644</td>
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<tr>
<td>Rebuilding Together South Sound</td>
<td>-</td>
<td>8,000</td>
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<tr>
<td>Rescue Mission</td>
<td>24,000</td>
<td>71,038</td>
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<tr>
<td>Rock the Rim (Neighborhood Grant)</td>
<td>-</td>
<td>1,500</td>
</tr>
</tbody>
</table>

(Continued)
**United Way of Pierce County**

**Distributions to Agency Programs (Continued)**

**Years Ended December 31, 2017 and 2016**

See Independent Auditor’s Report on the Supplementary Information

<table>
<thead>
<tr>
<th>Regular and special allocations:</th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Salvation Army - Puyallup Valley Corps</td>
<td>$</td>
<td>$ 17,583</td>
</tr>
<tr>
<td>Salvation Army - Tacoma Corps</td>
<td>15,000</td>
<td></td>
</tr>
<tr>
<td>Sexual Assault Center of Pierce County</td>
<td>-</td>
<td>5,500</td>
</tr>
<tr>
<td>Shared Housing Services</td>
<td>20,000</td>
<td></td>
</tr>
<tr>
<td>South Sound Outreach</td>
<td>65,081</td>
<td>28,245</td>
</tr>
<tr>
<td>Spanaway Lions Club</td>
<td>1,500</td>
<td></td>
</tr>
<tr>
<td>Sexual Assault Center of Pierce County</td>
<td>-</td>
<td>5,500</td>
</tr>
<tr>
<td>Shared Housing Services</td>
<td>20,000</td>
<td></td>
</tr>
<tr>
<td>South Sound Outreach</td>
<td>65,081</td>
<td>28,245</td>
</tr>
<tr>
<td>Spanaway Lions Club</td>
<td>1,500</td>
<td></td>
</tr>
<tr>
<td>St. Leo’s Food Connection</td>
<td>25,000</td>
<td>10,000</td>
</tr>
<tr>
<td>Tacoma Christian Center Food Bank (Neighborhood Grant)</td>
<td>-</td>
<td>1,500</td>
</tr>
<tr>
<td>Tacoma Community College Foundation</td>
<td>60,000</td>
<td>26,936</td>
</tr>
<tr>
<td>Tacoma Community House</td>
<td>65,000</td>
<td>50,937</td>
</tr>
<tr>
<td>Tacoma Housing Authority</td>
<td>-</td>
<td>19,861</td>
</tr>
<tr>
<td>Tacoma Pierce County Health Department</td>
<td>-</td>
<td>42,561</td>
</tr>
<tr>
<td>Tacoma Pierce County Chamber</td>
<td>1,300</td>
<td></td>
</tr>
<tr>
<td>Tacoma Urban League</td>
<td>13,750</td>
<td></td>
</tr>
<tr>
<td>The Woods at Golden Given</td>
<td>1,500</td>
<td></td>
</tr>
<tr>
<td>United Way of King County</td>
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<td>1,000</td>
</tr>
<tr>
<td>United Ways of the Pacific Northwest</td>
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<td>490</td>
</tr>
<tr>
<td>University of Washington - Memory of Melanie Dressel</td>
<td>1,000</td>
<td></td>
</tr>
<tr>
<td>UW of Greater Houston - Hurricane Relief</td>
<td>1,000</td>
<td></td>
</tr>
<tr>
<td>Washington Information Network 2-1-1</td>
<td>-</td>
<td>8,000</td>
</tr>
<tr>
<td>Willie Stewart Scholarship Fund</td>
<td>1,500</td>
<td>500</td>
</tr>
<tr>
<td>YMCA of Tacoma Pierce County</td>
<td>25,000</td>
<td>41,728</td>
</tr>
<tr>
<td>Youth Power</td>
<td>-</td>
<td>250</td>
</tr>
<tr>
<td>YWCA of Pierce County</td>
<td>36,920</td>
<td>46,916</td>
</tr>
<tr>
<td><strong>Total regular and special allocations</strong></td>
<td>1,199,090</td>
<td>1,367,044</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Donor designations</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>University of Washington - Memory of Melanie Dressel</td>
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<td></td>
</tr>
<tr>
<td>UW of Greater Houston - Hurricane Relief</td>
<td>1,000</td>
<td></td>
</tr>
<tr>
<td>Washington Information Network 2-1-1</td>
<td>-</td>
<td>8,000</td>
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<tr>
<td>Willie Stewart Scholarship Fund</td>
<td>1,500</td>
<td>500</td>
</tr>
<tr>
<td>YMCA of Tacoma Pierce County</td>
<td>25,000</td>
<td>41,728</td>
</tr>
<tr>
<td>Youth Power</td>
<td>-</td>
<td>250</td>
</tr>
<tr>
<td>YWCA of Pierce County</td>
<td>36,920</td>
<td>46,916</td>
</tr>
<tr>
<td><strong>Total funds distributed</strong></td>
<td>$ 2,925,395</td>
<td>$ 3,128,333</td>
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