



# United Way of the Southern Alleghenies

Formerly, United Way of the Laurel Highlands

## FINANCIAL REPORT

June 30, 2023 and 2022



CERTIFIED PUBLIC ACCOUNTANTS & CONSULTANTS

*Analyzing Yesterday. Adjusting Today. Planning Tomorrow.*



**UniUNITED WAY OF THE SOUTHERN ALLEGHENIES**  
**(FORMERLY, UNITED WAY OF THE LAUREL HIGHLANDS)**

FINANCIAL REPORT  
June 30, 2023 and 2022

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## INDEPENDENT AUDITOR'S REPORT

To the Board of Directors  
United Way of the Southern Alleghenies  
formerly, United Way of the Laurel Highlands  
Johnstown, Pennsylvania

### Opinion

We have audited the accompanying financial statements of the United Way of the Southern Alleghenies (formerly, the United Way of the Laurel Highlands), (a non-profit organization), which comprise the statements of financial position as of June 30, 2023 and 2022, and the related statements of activities, functional expenses and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the United Way of the Southern Alleghenies (formerly, the United Way of the Laurel Highlands) as of June 30, 2023 and 2022, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

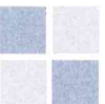
### Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America (GAAS). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Organization and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### Responsibilities of Management 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. Management is also responsible for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Organization's ability to continue as a going concern within one year after the date that the financial statements are issued.



## **Auditor's Responsibilities for the Audit of the Financial Statements**

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit 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, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Organization's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings and certain internal control-related matters that we identified during the audit.

*Barnes & Co., P.C.*

Johnstown, Pennsylvania  
May 14, 2024



**UNITED WAY OF THE SOUTHERN ALLEGHENIES**

**STATEMENTS OF FINANCIAL POSITION**

**June 30, 2023 and 2022**

	2023	2022
<b>ASSETS</b>		
Current assets		
Cash and cash equivalents	\$ 979,603	\$ 660,466
Campaign pledges receivable, net of allowance for uncollectible pledges	137,354	163,535
Pledge receivable	500,000	500,000
Other receivables	9,087	20,705
Prepaid expenses and other assets	16,343	23,042
Investments	1,201,995	1,145,174
Total current assets	<u>2,844,382</u>	<u>2,512,922</u>
Other assets		
Equipment, net of accumulated depreciation	15,402	10,448
Pledge receivable - long term	-	500,000
Total other assets	<u>15,402</u>	<u>510,448</u>
Total assets	<u>\$ 2,859,784</u>	<u>\$ 3,023,370</u>
<b>LIABILITIES and NET ASSETS</b>		
Current liabilities		
Accounts payable	\$ 24,333	\$ 20,953
Accrued vacation	17,737	19,185
Designations payable	9,814	12,006
Deferred revenue	66,567	59,188
Total current liabilities	<u>118,451</u>	<u>111,332</u>
Total liabilities	<u>118,451</u>	<u>111,332</u>
Net Assets		
Net assets without donor restrictions	2,115,671	1,787,279
Net assets with donor restrictions	<u>625,662</u>	<u>1,124,759</u>
Total net assets	<u>2,741,333</u>	<u>2,912,038</u>
Total liabilities and net assets	<u>\$ 2,859,784</u>	<u>\$ 3,023,370</u>

See Notes to Financial Statements.

**UNITED WAY OF THE SOUTHERN ALLEGHENIES**

**STATEMENT OF ACTIVITIES**

**Year Ended June 30, 2023**

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
Public Support and Revenues:			
Public support:			
Contributions:			
Campaign	\$ 501,855	\$ -	\$ 501,855
Less provision for uncollectible pledges	(15,166)	-	(15,166)
Less donor designations	(26,697)	-	(26,697)
Net campaign contributions	<u>459,992</u>	<u>-</u>	<u>459,992</u>
Fundraising revenue, net of expenses	49,174	-	49,174
Grant revenue	385,894	10,000	395,894
Grant revenue - food pantry	241,141	-	241,141
Contributed services	1,635	-	1,635
Other support	924	-	924
Sponsorship - gift cards	3,000	-	3,000
Direct cost of gift cards	(3,120)	-	(3,120)
Total public support	<u>1,138,640</u>	<u>10,000</u>	<u>1,148,640</u>
Investment income (loss)	56,822	-	56,822
Administrative fee income	68,446	-	68,446
Other revenue	104,188	-	104,188
Net assets released from restrictions	<u>509,097</u>	<u>(509,097)</u>	<u>-</u>
Total public support and revenues	<u>1,877,193</u>	<u>(499,097)</u>	<u>1,378,096</u>
Expenses:			
Program services			
Funds awarded/distributed	517,807	-	517,807
Community outreach services	53,244	-	53,244
PA Department of Agriculture grant	263,170	-	263,170
Community impact	62,492	-	62,492
Grant expenses	342,363	-	342,363
Management and general	90,510	-	90,510
Fundraising - campaign	<u>219,215</u>	<u>-</u>	<u>219,215</u>
Total expenses	<u>1,548,801</u>	<u>-</u>	<u>1,548,801</u>
Change in net assets	328,392	(499,097)	(170,705)
Net assets, beginning of year	<u>1,787,279</u>	<u>1,124,759</u>	<u>2,912,038</u>
Net assets, end of year	<u>\$ 2,115,671</u>	<u>\$ 625,662</u>	<u>\$ 2,741,333</u>

See Notes to Financial Statements.

**UNITED WAY OF THE SOUTHERN ALLEGHENIES**

**STATEMENT OF ACTIVITIES**

**Year Ended June 30, 2022**

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
Public Support and Revenues:			
Public support:			
Contributions:			
Campaign	\$ 559,704	\$ 500,000	\$ 1,059,704
Less provision for uncollectible pledges	(12,061)	-	(12,061)
Less donor designations	(27,833)	-	(27,833)
Net campaign contributions	<u>519,810</u>	<u>500,000</u>	<u>1,019,810</u>
Fundraising revenue, net of expenses	45,078	-	45,078
Grant revenue	69,120	20,000	89,120
Grant revenue - food pantry	240,640	-	240,640
Contributed services	4,217	-	4,217
PPP loan forgiveness	71,209	-	71,209
Other support	2,443	-	2,443
Sponsorship - gift cards	3,750	-	3,750
Direct cost of gift cards	(7,395)	-	(7,395)
Total public support	<u>948,872</u>	<u>520,000</u>	<u>1,468,872</u>
Investment income (loss)	(179,630)	-	(179,630)
Administrative fee income	34,097	-	34,097
Other revenue	23,905	-	23,905
Net assets released from restrictions	<u>599,982</u>	<u>(599,982)</u>	<u>-</u>
Total public support and revenues	<u>1,427,226</u>	<u>(79,982)</u>	<u>1,347,244</u>
Expenses:			
Program services			
Funds awarded/distributed	566,883	-	566,883
Community outreach services	55,779	-	55,779
PA Department of Agriculture grant	261,567	-	261,567
Community impact	61,244	-	61,244
Grant expenses	144,339	-	144,339
Management and general	93,566	-	93,566
Fundraising - campaign	<u>235,309</u>	<u>-</u>	<u>235,309</u>
Total expenses	<u>1,418,687</u>	<u>-</u>	<u>1,418,687</u>
Change in net assets	8,539	(79,982)	(71,443)
Net assets, beginning of year	<u>1,778,740</u>	<u>1,204,741</u>	<u>2,983,481</u>
Net assets, end of year	<u>\$ 1,787,279</u>	<u>\$ 1,124,759</u>	<u>\$ 2,912,038</u>

See Notes to Financial Statements.

UNITED WAY OF THE SOUTHERN ALLEGHENIES  
STATEMENT OF FUNCTIONAL EXPENSES  
Year Ended June 30, 2023

	Program Services							Total
	Funds Awarded/ Distributed	Community Outreach Services	PA Dept. of Agriculture Grant	Community Impact	Grant Expense	Management and General	Fundraising - Campaign	
Salaries and wages	\$ -	\$ 31,286	\$ 12,165	\$ 45,453	\$ 53,228	\$ 51,613	\$ 127,016	\$ 320,761
Payroll taxes	-	2,800	763	3,054	3,668	4,072	10,944	25,301
Employee benefits	-	5,707	1,556	6,226	9,673	8,301	22,309	53,772
Office supplies and expense	-	274	48	66	828	744	1,398	3,358
Telephone	-	593	495	198	495	890	2,275	4,946
Postage	-	50	94	50	25	200	2,126	2,545
Insurance	-	275	220	110	137	357	1,647	2,746
Printing and publications	-	112	74	74	37	186	3,238	3,721
Conferences and meetings	-	-	-	-	24	-	-	24
Dues and subscriptions	-	3,070	472	1,417	1,181	5,667	11,806	23,613
Promotion	-	490	66	504	-	73	4,896	6,029
Equipment rent and repair	-	445	185	854	495	1,731	1,237	4,947
Occupancy	-	5,021	3,442	1,674	1,957	5,305	17,021	34,420
Administrative fees	-	-	19,447	-	-	-	-	19,447
Professional fees	-	1,284	1,705	2,090	1,061	2,326	7,393	15,859
Consultant	-	-	-	-	47,066	-	-	47,066
Grant administrator	-	-	-	-	5,650	-	-	5,650
Bank fees	-	-	-	-	-	4,548	250	4,798
Agency Awards and Allocations:								
Agencies	517,807	-	-	-	-	-	-	517,807
Food pantries	-	-	221,904	-	-	-	-	221,904
Travel	-	1,305	2	190	10,002	3,965	2,525	17,989
Grant distributions	-	-	-	-	206,304	-	-	206,304
Other program costs	-	-	-	-	-	-	473	473
Depreciation	-	532	532	532	532	532	2,661	5,321
Total expenses	\$ 517,807	\$ 53,244	\$ 263,170	\$ 62,492	\$ 342,363	\$ 90,510	\$ 219,215	\$ 1,548,801

See Notes to Financial Statements.

UNITED WAY OF THE SOUTHERN ALLEGHENIES

STATEMENT OF FUNCTIONAL EXPENSES

Year Ended June 30, 2022

Program Services									
	Funds Awarded/ Distributed	Community Outreach Services	PA Dept. of Agriculture Grant	Community Impact	Grant Expense	Management and General		Fundraising - Campaign	Total
						\$	\$		
Salaries and wages	\$ -	\$ 32,965	\$ 11,168	\$ 42,327	\$ 51,651	\$	\$ 51,931	\$ 131,724	\$ 321,766
Payroll taxes	-	2,836	773	3,093	3,748		4,125	11,085	25,660
Employee benefits	-	5,890	1,606	6,425	8,150		8,566	23,021	53,658
Office supplies and expense	-	392	42	41	42		630	1,217	2,364
Telephone	-	523	417	239	468		856	2,180	4,683
Postage	-	69	24	24	12		95	2,007	2,231
Insurance	-	271	217	108	135		352	1,627	2,710
Printing and publications	-	158	106	106	53		264	4,589	5,276
Conferences and meetings	-	-	-	-	23		-	-	23
Dues and subscriptions	-	4,000	615	1,846	1,539		7,385	15,385	30,770
Promotion	-	476	65	491	-		70	6,904	8,006
Equipment rent and repair	-	571	249	1,083	635		2,221	1,587	6,346
Occupancy	-	4,746	3,241	1,582	1,812		4,976	16,049	32,406
Administrative fees	-	-	19,421	-	-		-	-	19,421
Professional fees	-	1,881	1,821	3,365	2,141		4,480	12,693	26,381
Bank fees	-	-	15	-	-		3,632	252	3,899
Agency Awards and Allocations:									
Agencies	566,485	-	-	-	-		-	-	566,485
COVID-19 funding distributions	398	-	-	-	-		-	-	398
Food pantries	-	-	221,439	-	-		-	-	221,439
Travel	-	653	-	166	598		3,635	2,562	7,614
Grant distributions	-	-	-	-	72,984		-	-	72,984
Other program costs	-	-	-	-	-		-	687	687
Depreciation	-	348	348	348	348		348	1,740	3,480
Total expenses	\$ 566,883	\$ 55,779	\$ 261,567	\$ 61,244	\$ 144,339	\$	\$ 93,566	\$ 235,309	\$ 1,418,687

See Notes to Financial Statements.



# UNITED WAY OF THE SOUTHERN ALLEGHENIES

## STATEMENTS OF CASH FLOWS

Years Ended June 30, 2023 and 2022

	2023	2022
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Change in net assets	\$ (170,705)	\$ (71,443)
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Paycheck protection loan forgiveness	-	(71,209)
Depreciation	5,321	3,480
Net realized and unrealized (gains) on investments	(28,276)	206,573
(Increase) Decrease in operating assets:		
Campaign pledges receivable	26,181	(9,540)
Other receivable	11,618	26,025
Prepaid expenses and other assets	6,699	(886)
Other pledge receivables	500,000	-
Increase (Decrease) in operating liabilities:		
Accounts payable	3,380	(24,036)
Accrued payroll and related liabilities	(1,448)	(7,640)
Due to other agencies	(2,192)	(6,390)
Deferred revenue	7,379	12,430
Net cash provided by operating activities	<u>357,957</u>	<u>57,364</u>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Purchase of investments	(1,336,466)	(866,657)
Proceeds from sale of investments	1,307,921	864,596
Purchase of equipment	(10,275)	(5,288)
Net cash provided by (used in) investing activities	<u>(38,820)</u>	<u>(7,349)</u>
Net increase in cash and cash equivalents	319,137	50,015
Cash and cash equivalents, beginning of year	<u>660,466</u>	<u>610,451</u>
Cash and cash equivalents, end of year	<u>\$ 979,603</u>	<u>\$ 660,466</u>
<b>Non-cash items</b>		
Donation of facilities	<u>\$ 1,635</u>	<u>\$ 4,217</u>

See Notes to Financial Statements.

**UNITED WAY OF THE SOUTHERN ALLEGHENIES**  
**NOTES TO FINANCIAL STATEMENTS**  
**JUNE 30, 2023 and 2022**

**Note 1: Nature of Activities and Summary of Significant Accounting Policies**

**Nature of Activities**

The mission of the United Way of the Southern Alleghenies (formerly, the United Way of the Laurel Highlands), (the "Organization"), a nonprofit voluntary health and welfare organization, is to improve lives by mobilizing the caring power of our community. The Organization builds civic infrastructure around shared community goals, with evidence-based outcomes, and collaborative actions that are sustainable. The Organization partners with many diverse individuals and organizations that come together to solve complex social problems and provide needed services in Cambria and Somerset Counties in southwestern Pennsylvania. The Organization is governed by a volunteer Board of Directors. Administrative offices are located in Johnstown, Pennsylvania with a satellite office in Somerset, Pennsylvania.

The Organization conducts a traditional social service fund raising program headed by the Organization's Campaign Chairperson and Campaign Committee. An annual pledge campaign is conducted in the fall of each year with the help of various Cambria and Somerset County community leaders to raise funds which are distributed to approximately twenty-five (25) social service agencies within these local counties. Funding for community programs are directed primarily towards the priority areas of (1) helping children and youth succeed, (2) strengthening and supporting family, (3) promoting self-sufficiency, (4) supporting vulnerable and aging population and (5) promoting health and wellness. The Organization also provides extensive community outreach and community impact services for health and human services that are available to residents of Cambria and Somerset counties. The Organization also receives funding from grants from governmental entities. The Organization administers several food and shelter programs for Cambria County, such as the Emergency Food and Shelter Program. The Organization will also act as an agent for funds restricted by donors for specific agencies or specific purposes.

**Basis of Presentation**

The accompanying financial statements of the Organization have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America.

Net assets, revenue, expenses, gains and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, net assets and changes therein are classified and reported as follows:

Net assets without donor restrictions – net assets that are not subject to donor-imposed restrictions and are available for use in United Way's ongoing operations, including funds designated by the Board of Directors.

Net assets with donor restrictions – net assets subject to donor-imposed restrictions that either expire by passage of time, can be fulfilled and removed by action of United Way pursuant to those restrictions, and/or upon receipt of funding or passage of date upon which funds were due. This category also includes net assets subject to donor-imposed restrictions that the principal be maintained permanently by the United Way and generally allow the use of investment earnings.

**UNITED WAY OF THE SOUTHERN ALLEGHENIES**  
**NOTES TO FINANCIAL STATEMENTS**  
**JUNE 30, 2023 and 2022**

**Note 1: Nature of Activities and Summary of Significant Accounting Policies (continued)**

**Basis of Presentation (continued)**

Revenues are reported as increases in net assets without donor restrictions unless use of the related assets is limited by donor-imposed restrictions or designated for future periods. Gains and losses on investments and other assets or liabilities are reported as increases or decreases in net assets without donor restrictions unless their use is restricted by explicit donor stipulations or law. Expenses are reported as decreases in net assets without donor restrictions. Contributions with donor-imposed restrictions, such as time or purpose restrictions, are recorded as net assets with donor restrictions. When donor-imposed time restrictions expire, or a donor-imposed purpose restriction is fulfilled, the net assets with donor restrictions are released to net assets without donor restrictions. These satisfactions of donor-imposed restrictions are reported as net assets released from restrictions on the statement of activities. Support that is restricted by the donor is reported as an increase in net assets without donor restrictions if the restriction expires in the reporting year in which the support is recognized. Conditional promises to give are recognized when the conditions on which they depend are substantially met. Contributions of assets other than cash, such as equipment, are recorded at their estimated fair value at the date of donation. Grant awards are classified as deferred revenue until expended for the purposes of the grant.

Annual campaigns are conducted in the fall of each year to raise support for charitable distributions. An unconditional promise to give is recognized as revenue at the time of the pledge, net of an allowance for unfilled pledges. These contributions to the annual campaign, which are in the form of cash and pledges, are recorded as support when the cash or pledges are received and are considered to be available with no restrictions unless specifically restricted by the donor.

Donors have the option to designate all or part of their contribution to a specific organization. In accordance with current accounting standards, these transactions are not reported in the statement of activities as revenue and expenses but are included in the total campaign amounts raised on the statement of activities and then deducted as amounts designated to other organizations (donor designation) before arriving at net current year campaign contributions. The collection of these contributions and distribution to donor specified agencies or other regional United Way Organizations are transactions in which the Organization is acting as an intermediary. Amounts designated are recorded as "designations payable" until paid to the designated charitable organizations.

The Organization employs a grant writer to secure grants for the Organization and other non-profit organizations serving Cambria and Somerset Counties. Other than management fees, grants awarded directly to these non-profit organizations are not reflected within these financial statements.

**Cash and Cash Equivalents**

For purposes of the statement of cash flows, the Organization considers all highly liquid investments with an initial maturity of three months or less to be cash equivalents. Money market funds, held as a portion of the Organization's investment portfolio, are classified as investments and are not considered to be cash equivalents for purposes of the statement of cash flows.

**UNITED WAY OF THE SOUTHERN ALLEGHENIES**  
**NOTES TO FINANCIAL STATEMENTS**  
**JUNE 30, 2023 and 2022**

**Note 1: Nature of Activities and Summary of Significant Accounting Policies (continued)**

**Pledges Receivable**

Unconditional promises to give are recognized as revenue in the period received and when the conditions on which they depend have been substantially met. Campaign pledge receivables are generally paid within one year of being recorded. Allowances for uncollectible pledges are provided for each campaign currently opened based on the Organization's recent collection history and consideration of the general economy for the local region. The allowances are adjusted at the end of each period to reflect management's current estimate of collectability. The ability of the Organization's contributors to continue contributing amounts comparable with prior years is dependent upon current and future economic conditions within the local and national economies.

Unconditional pledges that are expected to be collected in future years are recorded at the present value of their estimated future cash flows. The resulting discounts on those amounts are computed using a risk-free interest rate as of the date of the pledge and are reported as contribution revenue. Conditional promises to give are recognized when the conditions on which they depend are substantially met and the gift becomes unconditional.

**Investments**

Debt and equity securities with readily determinable fair values purchased for investments are recorded at fair value based upon quoted market prices in the statements of financial position. Gains and losses (including unrealized gains and losses) are reported as an increase or decrease in net assets without donor restrictions in the statements of activities unless their use is restricted by explicit donor stipulations or law, in which case they are reported as increases or decreases in net assets with donor restrictions. Investment income is presented net of investment advisory and custodial fees.

**Equipment and Depreciation**

Equipment is stated at cost at the date of acquisition or fair value if the equipment is donated. Maintenance and repairs which are not considered to extend the useful life of assets are charged to operations as incurred. Depreciation of equipment is provided on a straight-line basis over the estimated useful lives of the assets, as follows:

Office furniture and equipment	3-10 years
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**Accrued Vacation**

A liability amounting to \$17,737 and \$19,185 was recorded as of June 30, 2023 and 2022, respectively. This liability represents the value of vacation time earned by employees but not yet used as of June 30, 2023 and 2022.

**UNITED WAY OF THE SOUTHERN ALLEGHENIES**  
**NOTES TO FINANCIAL STATEMENTS**  
**JUNE 30, 2023 and 2022**

**Note 1: Nature of Activities and Summary of Significant Accounting Policies (continued)**

**Income Tax Status**

The Organization is exempt from income taxes under the provisions of Section 501(c)(3) of the Internal Revenue Code. In addition, the Organization qualifies for the charitable contribution deduction under Section 170(b)(1)(A) and has been classified as an organization that is not a private foundation under Section 509(a)(2). Accordingly, no provision for income taxes is included in the accompanying financial statements. Management has analyzed the tax positions taken by the Organization and has concluded that as of June 30, 2023 and 2022, there are no uncertain positions taken or expected to be taken that would require recognition of a liability or disclosure in the financial statements. The Organization's income tax returns are subject to review and examination by federal and state authorities. The Organization is not aware of any activities that would jeopardize its tax-exempt status. The Organization's tax returns for the years 2020 and forward are open to examination by federal and state authorities.

**Concentration of Credit Risk**

Campaign pledges receivable are primarily from individuals and businesses in the Cambria and Somerset area. Concentration of credit risk is limited due to the large number of donors comprising the Organization's donor base. Other pledge receivable recorded on the statements of financial position, totaling \$500,000 and \$1,000,000 as of June 30, 2023 and 2022, respectively, is from a single organization. A significant reduction in this level of support may have a significant effect on the Organization's programs and activities. See Note 3 for further discussion of this pledge receivable. This pledge was renewed in 2024 for \$250,000 per year for three years.

Financial instruments which potentially subject the Organization to concentrations of credit risk include bank deposits in excess of the Federal Deposit Insurance Corporation ("FDIC") limits. The Organization mitigates its risk by investing with reputable commercial institutions with satisfactory credit ratings. The Organization has not experienced any losses in such accounts and believes it is not exposed to any significant risk therein. The Organization maintains its cash deposits with various local financial institutions. The Organization had uninsured cash deposits of \$474,348 and \$353,864 as of June 30, 2023 and 2022, respectively. Throughout the year, account balances may at times exceed FDIC insured limits.

**Advertising**

The cost of advertising is expensed when incurred. Advertising/promotion expense was \$1,133 and \$1,102 for the years ending June 30, 2023 and 2022, respectively.



**UNITED WAY OF THE SOUTHERN ALLEGHENIES**  
**NOTES TO FINANCIAL STATEMENTS**  
**JUNE 30, 2023 and 2022**

**Note 1: Nature of Activities and Summary of Significant Accounting Policies (continued)**

**Donated Services and In-Kind Donation**

Donated services are recognized as contributions in accordance with generally accepted accounting principles, if the services (a) create or enhance non-financial assets or (b) require specialized skills, are performed by people with those skills and would otherwise be purchased by the Organization. The Organization did not receive any donated services during the years ended June 30, 2023 and 2022 that requires recognition. The Organization is provided office space free of charge for offices located in Somerset through December 31, 2022. The statement of activities for the years ended June 30, 2023 and 2022 reflect in-kind contributions and occupancy expense in the amount of \$1,635 and \$4,217, respectively, for this office space.

A substantial number of community volunteers donated significant amounts of their time and performed a variety of tasks that assist the Organization in campaign solicitations and in fulfilling their program and supporting services throughout the year. However, these services are not recognized as contributions in the financial statements since the recognition criteria under current accounting standards were not met.

**Expense Allocation**

The cost of providing the Organization's programs and other activities is summarized on a functional basis in the statements of activities and statements of functional expenses. Expenses are charged to each program based on direct expenditures incurred. Salaries, fringe benefits and other program expenditures not directly chargeable to a program are allocated to program services, management and general and fundraising expense categories in proportion to the time worked and travel incurred in activities related to each category, based on periodic time and expense studies. Allocations to member agencies are recorded when paid.

Management and general expenses include those costs that are not directly identifiable with any specific program, but which provide for the overall support and direction of the Organization.

Fundraising costs are expensed as incurred, even though they may result in contributions received in future years.

**Use of Estimates**

The 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, and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates. The most significant estimates relate to fair value measurements, the recording of pledges receivable and the allowance for uncollectible pledges receivable, the recording of designations payable and the allocation of functional expenses.

**UNITED WAY OF THE SOUTHERN ALLEGHENIES**  
**NOTES TO FINANCIAL STATEMENTS**  
**JUNE 30, 2023 and 2022**

**Note 1: Nature of Activities and Summary of Significant Accounting Policies (continued)**

**Risks and Uncertainties**

The Organization's investment securities are exposed to various risks such as interest rate, market and credit risk. Due to the level of risk associated with certain investment securities and the level of uncertainty related to changes in value of investment securities, it is at least possible that changes in risk in the near term could materially affect investment balances as reported in the statements of financial position and the statements of activities.

**Subsequent Events**

Management has evaluated subsequent events for disclosure and/or recognition in the financial statements through the date of the audit report, which is the date the financial statements were available to be issued. Management has determined that no additional disclosures and/or recognition are required as a result of this evaluation, other than the disclosures described below.

On August 17, 2023, the Organization merged with United Way of Blair County, Inc. At the time of the merger, the Organization's name was changed to the United Way of the Southern Alleghenies.

**Note 2: Campaign Pledges Receivable**

Campaign pledges receivable and the related allowances for uncollectible pledges are as follows as of June 30, 2023 and 2022:

	<u>2023</u>	<u>2022</u>
Pledges receivable – 2022 campaign year	\$ 164,392	\$ -
Pledges receivable – 2021 campaign year	18,462	193,737
Pledges receivable – 2020 campaign year	<u>-</u>	<u>15,298</u>
	182,854	209,035
Less: allowance for uncollectible pledges	<u>(45,500)</u>	<u>(45,500)</u>
Total pledges receivable, net	<u>\$ 137,354</u>	<u>\$ 163,535</u>

Campaign pledges receivable are not discounted for those pledges received in excess of one year from the date recorded because collections are normally expected within one year of the pledge date.

The Organization's annual pledge campaign will typically start in early fall of each year. During the Organization's fiscal year, three pledge campaign years may receive cash collections.

**UNITED WAY OF THE SOUTHERN ALLEGHENIES**  
**NOTES TO FINANCIAL STATEMENTS**  
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**Note 3: Pledge Receivable**

Pledge receivable consists of an unconditional promise from the 1889 Foundation, payable on a three-year rolling period of \$500,000 annually. A payment of \$500,000 was received in each year ending June 30, 2023 and 2022, and was included in campaign contributions on the statements of activities for the year ended June 30, 2022. The remaining \$500,000 will be received in the year ended June 30, 2024. The 1889 Foundation pledge was renewed in January 2024 for \$250,000 per year for each of the three years ending June 30, 2025 through June 30, 2027.

**Note 4: Long-Term Investments and Fair Value Measurements**

Investments are summarized as follows as of June 30, 2023 and 2022:

	<u>2023</u>		<u>2022</u>	
	<u>Cost</u>	<u>Fair Value</u>	<u>Cost</u>	<u>Fair Value</u>
Money market funds	\$ 25,361	\$ 25,361	\$ 104,322	\$ 104,322
Fixed income securities	482,564	466,724	442,773	413,213
Common trust fund	131,334	147,145	129,721	140,345
Equity securities	<u>492,031</u>	<u>562,765</u>	<u>455,720</u>	<u>487,294</u>
	<u>\$ 1,131,290</u>	<u>\$ 1,201,995</u>	<u>\$ 1,132,536</u>	<u>\$ 1,145,174</u>

Equity securities consist of mutual funds and are invested in both domestic and international equities. Fixed income securities consist principally of mutual funds invested in United States Treasury and Agency obligations and corporate bonds. The common trust fund holds a combination of equity and fixed income securities.

The following schedule reflects net investment income for the years ending June 30, 2023 and 2022:

	<u>2023</u>	<u>2022</u>
Interest and dividends	\$ 37,877	\$ 37,874
Investment fees	(9,331)	(10,931)
Net realized and unrealized gains (losses)	<u>28,276</u>	<u>(206,573)</u>
Total investment income (loss)	<u>\$ 56,822</u>	<u>\$ (179,630)</u>

Accounting Standards Codification (ASC) Topic 820, *Fair Value Measurements and Disclosures*, defines fair value, establishes criteria to be considered when measuring fair value and summarizes disclosures about fair value measurements required to be presented.

ASC 820 requires that a fair value measurement reflects the assumptions market participants would use in pricing an asset or liability based on the best available information. These assumptions include the risk inherent in a particular valuation technique (such as a pricing model) and the risks inherent in the inputs to the model.

**UNITED WAY OF THE SOUTHERN ALLEGHENIES**  
**NOTES TO FINANCIAL STATEMENTS**  
**JUNE 30, 2023 and 2022**

**Note 4: Long-Term Investments and Fair Value Measurements (continued)**

Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. Three levels of input that may be used to measure fair value are as follows:

Level 1 - Quoted prices for identical assets and liabilities traded in active exchange markets, such as the New York Stock Exchange. Since valuations are based on quoted prices that are readily and regularly available in an active market, valuation of these products does not entail a significant degree of judgment.

Level 2 - Observable inputs other than Level 1 prices, such as quoted prices for similar assets or liabilities, quoted prices in active markets that are not active, or other inputs that are observable or can be corroborated by observable market data for substantially the full term of the assets or liabilities.

Level 3 - Unobservable inputs that are supported by little or no market activity and that are significant to the fair value of the assets or liabilities.

Mutual funds - Investments in mutual funds are valued at the daily closing price as reported by the fund. Mutual funds held by the Organization are open-end mutual funds that are registered with the Securities and Exchange Commission. These funds are required to publish their daily net asset value (NAV) and to transact at that price. The mutual funds held by the Organization are deemed to be actively traded.

Common trust fund - Value based on the fair value of the securities within the common trust fund at the daily closing price as reported and valued by the fund.

**UNITED WAY OF THE SOUTHERN ALLEGHENIES**  
**NOTES TO FINANCIAL STATEMENTS**  
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**Note 4: Long-Term Investments and Fair Value Measurements (continued)**

Fair value of assets measured on a recurring basis as of June 30, 2023 and 2022 were as follows:

<u>2023</u>	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total</u>
<u>Investments:</u>				
Money market funds	\$ 25,361	\$ -	\$ -	\$ 25,361
Fixed income mutual funds	466,724	-	-	466,724
Mutual funds (equities)	562,765	-	-	562,765
Common trust fund	-	147,145	-	147,145
Total	<u>\$ 1,054,850</u>	<u>\$ 147,145</u>	<u>\$ -</u>	<u>\$ 1,201,995</u>
<u>2022</u>	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total</u>
<u>Investments:</u>				
Money market funds	\$ 104,322	\$ -	\$ -	\$ 104,322
Fixed income bond funds	413,213	-	-	413,213
Mutual funds (equities)	487,294	-	-	487,294
Common trust funds	-	140,345	-	140,345
Total	<u>\$ 1,004,829</u>	<u>\$ 140,345</u>	<u>\$ -</u>	<u>\$ 1,145,174</u>

**Note 5: Equipment**

Equipment consists of the following as of June 30, 2023 and 2022:

	<u>2023</u>	<u>2022</u>
Office furniture	\$ 18,232	\$ 13,937
Office equipment	<u>46,604</u>	<u>43,795</u>
	64,836	57,732
Less accumulated depreciation	<u>(49,434)</u>	<u>(47,284)</u>
	<u>\$ 15,402</u>	<u>\$ 10,448</u>
Depreciation expense	<u>\$ 5,321</u>	<u>\$ 3,480</u>



**UNITED WAY OF THE SOUTHERN ALLEGHENIES**  
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**Note 6: Paycheck Protection Program Loans**

In February 2021, the Organization received a second unsecured Paycheck Protection Program (“PPP2”) Loan in the amount of \$71,209 from 1<sup>st</sup> Summit, which was established under the 2021 Consolidated Appropriations Act (“CCA Act”). Eligibility requirements for PPP2 include among other requirements, using up the first PPP loan for eligible expenses, having 300 or fewer employees and experiencing a revenue reduction of 25% or greater in 2020 as compared to 2019 for one quarter in 2020. Under the CCA Act, loan forgiveness is available for the sum of documented payroll costs, covered rent payments, covered utilities and certain other operational costs during the measurement period beginning on the date of first disbursement of the PPP2 loan. The Organization is using the proceeds from the PPP loan to fund payroll costs in accordance with the relevant terms and conditions of the CCA Act. To the extent it is not forgiven, the Organization would be required to repay that portion at an interest rate of 1% over a period of five years. The PPP2 loan may be prepaid in whole or in part at any time without penalty. In September 2021, the Organization was notified by 1<sup>st</sup> Summit that \$71,209 in loan principal was remitted to 1<sup>st</sup> Summit by the U.S. Small Business Administration (“SBA”), thereby providing forgiveness to the Organization for the payment of the loan principal.

**Note 7: Net Assets Without Donor Restrictions – Board Designated Endowment and Reserve Funds**

Current authoritative accounting guidance provides guidance on the net asset classification of donor-restricted endowment funds for a not-for-profit organization that is subject to an enacted version of the Uniform Prudent Management of Institutional Funds Act of 2006 (UPMIFA). Current authoritative accounting guidance also requires enhanced disclosures about an organization’s endowment funds (both donor restricted endowment funds and board designated endowment funds) whether or not the organization is subject to UPMIFA.

The Commonwealth of Pennsylvania has not adopted UPMIFA. The Commonwealth of Pennsylvania has enacted Act 141 (the Act). The Act permits the Organization to elect a “total return policy”. The Act allows an organization’s trustees to define “income” as a stipulated percentage of endowment assets (between 2% and 7% of the fair value of assets averaged over a period of the three preceding years or over a shorter period in cases of assets held less than three years) without regard to actual interest, dividends, or realized or unrealized capital gains. Income derived from the endowments is used to support operations and programs which meet the Organization’s mission. These endowment funds are composed of a \$100,000 restricted asset (earnings which are available for general operation or programs of the Organization) and net assets without donor restrictions that are board-designated for specific purposes.

**UNITED WAY OF THE SOUTHERN ALLEGHENIES**  
**NOTES TO FINANCIAL STATEMENTS**  
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**Note 7: Net Assets Without Donor Restrictions – Board Designated Endowment and Reserve Funds (continued)**

The Organization's investment objective is to maximize returns through a diversified portfolio of assets consisting of equity, fixed income and cash. The Organization's endowment and reserve funds are collectively managed in this diversified portfolio. The board of directors is responsible for the approval of investment policies and for reviewing the selection of investment advisors and investment performance. The endowment and reserve assets are invested in a manner that is intended to produce growth and income while assuming a moderate investment risk. Annual returns in any given year may vary from this amount. The Organization relies on an active asset allocation strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends).

The Organization will provide distributions of up to 5% of its endowment funds based on a 5-year moving average market value on an annual basis. The Organization expects the current spending policy to allow its endowment funds to grow at an average rate over the long term. This is consistent with the Organization's objective to maintain the purchasing power of the endowment assets held in perpetuity as well as to provide additional real growth over time through investment return.

Endowment and reserve net assets consist of assets set aside by the Board of Directors for a specified purpose. As of June 30, 2023 and 2022, the Board of Directors has established the following designations:

Endowment Fund

The Board of Directors designated these funds to be used to provide a way of funding projects or programs which meets the Organization's mission. A summary of these funds as of June 30, 2023 and 2022 is as follows:

	<u>2023</u>	<u>2022</u>
Endowment fund, beginning of year	\$ 731,667	\$ 892,168
Contributions	-	117
Withdrawals	-	(25,000)
Investment income:		
Interest and dividends, net of fees	21,721	22,552
Net realized and unrealized gains (losses)	<u>7,778</u>	<u>(158,170)</u>
Total investment income (loss)	<u>29,499</u>	<u>(135,618)</u>
Endowment fund-total	<u>\$ 761,166</u>	<u>\$ 731,667</u>

Presented on the statements of financial position,  
under net assets, as follows:

Net assets without donor restrictions	\$ 661,166	\$ 631,667
Net assets with donor restrictions	<u>100,000</u>	<u>100,000</u>
	<u>\$ 761,166</u>	<u>\$ 731,667</u>

**UNITED WAY OF THE SOUTHERN ALLEGHENIES**  
**NOTES TO FINANCIAL STATEMENTS**  
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**Note 7: Net Assets Without Donor Restrictions – Board Designated Endowment and Reserve Funds (continued)**

Reserve Funds

Reserve established for potential future budget adjustments which may result from a request by a member agency for an emergency allocation due to a financial crisis that may arise after the allocation for the year has been determined; or to provide reserve funds available to cover a downturn in receipts on pledges.

The balance of net assets designated as reserves as of June 30, 2023 and 2022 consists of the following:

	<u>2023</u>	<u>2022</u>
Reserve fund, beginning of year	\$ 413,506	\$ 457,518
Investment income:		
Interest and dividends, net of fees	6,826	4,391
Net realized and unrealized gains	<u>20,498</u>	<u>(48,403)</u>
Total investment income	<u>27,324</u>	<u>(44,012)</u>
Reserve fund, end of year	<u>\$ 440,830</u>	<u>\$ 413,506</u>

The above endowment and reserve funds are invested in a portfolio of money market, fixed income and equity securities, which may reflect varying risks and rates of returns. The investments and related income generated by the above funds are considered net assets without donor restrictions. As of June 30, 2023 and 2022, the above funds are presented in investments in the statements of financial position. Amounts are appropriated for expenditure at the discretion and approval of the board of directors.

**Note 8: Net Assets With Donor Restrictions**

Net assets with donor restrictions as of June 30, 2023 and 2022 consist of the pledge receivable in the amount of \$500,000 and \$1,000,000, respectively, due to a time restriction because the pledge receivable will be used to fund programs in future periods.

Net assets with donor restrictions as of June 30, 2023 and 2022 also include a \$100,000 cash bequest received in a prior year. In accordance with the donor's stipulation, the principal is restricted in perpetuity. Earnings are available for the funding of additional allocation to Cambria County human service organizations.

Net assets with donor restrictions as of June 30, 2023 and 2022 also included \$25,662 and \$24,759, respectively, received pertaining to Covid-19 emergency funding and other grants that remained to be spent.

**UNITED WAY OF THE SOUTHERN ALLEGHENIES**  
**NOTES TO FINANCIAL STATEMENTS**  
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**Note 9: Grant Revenue**

Included in administrative fee income is revenue earned on grants from the U.S. Federal Emergency Management Agency (FEMA). This includes a two percent (2%) administrative fee received by the Organization for sponsoring a Local Board on behalf of the Emergency Food and Shelter National Board Program. Cambria County was selected to receive a federal grant to supplement and extend emergency food and shelter. FEMA selected the Organization as its lead agency to administer the grant. The Emergency Food and Shelter Committee select the shelters or entities to receive the funding and the National Board Program distributes the grant funds directly to these shelters or entities. Accordingly, only the administrative fee income from the National Board Program is reflected in the financial statements of the Organization.

**Note 10: Retirement Plan**

The Organization has a defined contribution annuity plan under Internal Revenue Code Section 403(b). All employees are eligible for participation in the plan after reaching age 21 and completion of one year of employment. Hourly employees become eligible in the year following the successful completion of 1,000 hours of employment in the previous year. The Organization will match employee contributions to the plan up to a maximum of six percent (6%) of the employee's compensation.

Organization contributions to employee accounts amounted to \$14,839 and \$12,820 for the years ended June 30, 2023 and 2022, respectively.

**Note 11: Lease Expense**

The Organization currently leases its office space under an operating lease with an expiration date of December 31, 2026. The Organization is responsible for gas and electric and any abnormal maintenance costs during the term of the lease. The monthly rent expense for the office space is \$2,326 as of June 30, 2023. Total rent paid on this lease amounted to \$27,915 and \$20,936 for the years ending June 30, 2023 and 2022, respectively. Based on the current lease in effect, future minimum lease payments are as follows: \$27,915 in fiscal year ending June 30, 2024; \$28,234 in fiscal year ending June 30, 2025; \$28,461 in fiscal year ending June 30, 2026; and \$14,231 in fiscal year ending June 30, 2027.

**Note 12: Line of Credit**

The Organization has a line of credit with a local financial institution with a credit limit of \$150,000. The line of credit's interest rate as of June 30, 2023 was 5.00%. The line of credit is subject to annual renewal. There was no balance outstanding on the line of credit as of June 30, 2023 or 2022.

**UNITED WAY OF THE LAUREL HIGHLANDS**  
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**Note 13: Liquidity and Availability of Resources**

The Organization's financial assets available within one year of the Statement of Financial Position date for general expenditures are as follows as of June 30, 2023:

Cash and cash equivalents	\$ 979,603
Campaign pledges receivable, net	137,354
Pledge receivable	500,000
Other receivables	9,087
Investments	<u>1,201,995</u>
Total financial assets available within one year	2,828,039
Less:	
Donor restricted endowment funds	(100,000)
Donor restricted funding	(25,662)
Amounts unavailable to management without Board approval	<u>(1,101,994)</u>
Total financial assets available within one year	<u>\$ 1,600,383</u>

As part of the Organization's liquidity management, it has a policy to structure its financial assets to be available as its general expenditures, liabilities, future planned program funding allocations and other obligations come due. To help manage unanticipated liquidity needs, the Organization has secured a line of credit of \$150,000, which it could draw upon. Additionally, the Organization has Board Designated net assets without donor restrictions that, while the Organization does not intend to spend for these purposes other than those identified, the amounts could be made available for current operations, if necessary.

**Note 14: Calculation of Overhead Ratio**

The overhead ratio as reflected below has been calculated by management using standards prescribed by the United Way Worldwide. The following calculation is based on the Organization's federal form 990. The amounts as shown for the year ending June 30, 2023 are the amounts that are anticipated to be shown in the Form 990 which had not been filed as of this year's audit. The overhead ratio is an efficiency ratio utilized throughout the nonprofit industry.

	<u>2023</u>	<u>2022</u>
Management and general expenses	\$ 90,510	\$ 92,933
Fundraising expense	<u>218,741</u>	<u>232,513</u>
Total Overhead Expenses	<u>\$ 309,252</u>	<u>\$ 325,446</u>
Total Revenues	<u>\$ 1,318,416</u>	<u>\$ 1,631,375</u>
Overhead Ratio Percentage	<u>23.5%</u>	<u>19.9%</u>

In comparison to overall nonprofit standards, the state of Pennsylvania utilizes a 25% overhead ratio as within its guidelines and the Better Business Bureau considers a maximum 33% overhead ratio as adequate. The above calculation has been impacted by the employment of a grant writer by the Organization to pursue grants on behalf of the Organization and other non-profit entities within the Cambria and Somerset service area.