United Way of San Diego County

Financial Statements
As of and for the Year Ended June 30, 2019
(With Comparative Summarized Financial
Information for the Year Ended June 30, 2018)

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Contents

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Independent Auditor's Report

The Board of Directors and Audit Committee
United Way of San Diego County
San Diego, California

Report on the Financial Statements

We have audited the accompanying financial statements of United Way of San Diego County ("the Organization"), which comprise the statement of financial position as of June 30, 2019, and the related statements of activities and changes in net assets, functional expenses and cash flows for the year then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

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

Auditor's Responsibility

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

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

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

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of United Way of San Diego County, as of June 30, 2019 and the changes in its net assets and its cash flows for the year then ended in accordance with U.S. generally accepted accounting principles.

Other Matter

Report on Summarized Comparative Information

We have previously audited the 2018 financial statements of United Way of San Diego County, and we expressed an unmodified opinion on those audited financial statements in our report dated October 24, 2018. The summarized comparative information presented herein as of and for the year ended June 30, 2018 is consistent, in all material respects, with the audited financial statements from which it has been derived.

BDO USA, LLP

San Diego, California
November 6, 2019

Financial Statements

United Way of San Diego County

Statements of Financial Position
(Comparative Totals as of June 30, 2018)

June 30,	**2019**	2018
Assets		
Assets		
Cash and cash equivalents	**$ 2,990,508**	$ 3,099,502
Restricted cash	**415,977**	113,527
Pledges receivable, net	**1,926,032**	1,976,437
Investments, at fair value	**6,825,519**	6,704,740
Accounts receivable	**2,635**	6,429
Grants receivable	**302,978**	4,500
Prepaid expenses and other assets	**56,157**	61,601
Land, building and equipment, net	**1,043,968**	1,076,725
Total assets	**$ 13,563,774**	$ 13,043,461
Liabilities and Net Assets		
Liabilities		
Accounts payable and accrued expenses	**$ 463,097**	$ 434,083
Designations payable	**824,157**	1,159,763
Grants and contracts payable	**415,977**	-
Total liabilities	**1,703,231**	1,593,846
Net assets		
Without donor restrictions	**11,504,129**	10,926,245
With donor restrictions	**356,414**	523,370
Total net assets	**11,860,543**	11,449,615
Total liabilities and net assets	**$ 13,563,774**	$ 13,043,461

See accompanying notes to financial statements.

United Way of San Diego County

Statement of Activities and Changes in Net Assets
(With Comparative Totals for the Year Ended June 30, 2018)

Year ended June 30,	Without Donor Restrictions	With Donor Restrictions	**Total 2019**	Total 2018
Revenue, Gains, and Other Support				
Campaign results				
Current campaign year	$ 6,950,016	$ 38,725	**$ 6,988,741**	$ 7,899,398
Prior campaign year	324,405	-	**324,405**	247,669
Gross campaign results	7,274,421	38,725	**7,313,146**	8,147,067
Less designated campaign results	(3,386,578)	-	**(3,386,578)**	(3,989,815)
Campaign revenue	3,887,843	38,725	**3,926,568**	4,157,252
Less provision for uncollectible pledges	(264,070)	-	**(264,070)**	(170,670)
Net campaign results	3,623,773	38,725	**3,662,498**	3,986,582
Other				
Contributions	165,624	495,544	**661,168**	380,217
Contracts and grant revenue	43,695	470,115	**513,810**	79,332
Investment return, net	295,531	-	**295,531**	427,910
Rent and miscellaneous income	171,031	-	**171,031**	141,458
Service fees	150,337	-	**150,337**	116,205
Designations from other United Way organizations	102,917	-	**102,917**	73,712
In-kind contributions	18,271	41,671	**59,942**	41,418
Assets released from restrictions	1,213,011	(1,213,011)	**-**	-
Total other	2,160,417	(205,681)	**1,954,736**	1,260,252
Total revenue, gains, and other support	5,784,190	(166,956)	**5,617,234**	5,246,834
Expenses				
Program services	2,957,194	-	**2,957,194**	2,911,753
Supporting services				
Fundraising	1,124,127	-	**1,124,127**	848,816
Organizational administration	1,124,985	-	**1,124,985**	866,839
Total supporting services	2,249,112	-	**2,249,112**	1,715,655
Total expenses	5,206,306	-	**5,206,306**	4,627,408
Change in net assets	577,884	(166,956)	**410,928**	619,426
Net assets, beginning of year	10,926,245	523,370	**11,449,615**	10,830,189
Net assets, end of year	$ 11,504,129	$ 356,414	**$ 11,860,543**	$ 11,449,615

See accompanying notes to financial statements

United Way of San Diego County

Statement of Functional Expenses
(With Comparative Totals for the Year Ended June 30, 2018)

Year ended June 30,	Program Services	Supporting Services: Fundraising	Supporting Services: Management and General	**Total 2019**	Total 2018
Salaries and related expenses	$ 1,825,826	$ 645,561	$ 757,087	**$ 3,228,474**	$ 3,093,148
Professional fees and contractors	151,297	165,413	209,066	**525,776**	559,847
Grants and other distributions	471,898	-	-	**471,898**	50,351
Occupancy	111,566	56,976	55,023	**223,565**	239,110
Dues and subscriptions	60,568	66,111	9,592	**136,271**	170,405
Supplies, meetings, and miscellaneous	77,366	27,816	15,114	**120,296**	138,410
Printing, publications and postage	53,328	43,492	7,428	**104,248**	90,340
Equipment and technology	46,145	30,964	24,886	**101,995**	62,766
Public relations, marketing and communication	53,560	37,921	-	**91,481**	91,527
In-kind goods and services	50,449	9,493	-	**59,942**	39,581
Insurance	20,103	3,706	26,774	**50,583**	46,493
Banking and other fees	13,567	13,632	19,382	**46,581**	23,779
Events	21,521	23,042	633	**45,196**	21,651
Total expenses	$ 2,957,194	$ 1,124,127	$ 1,124,985	**$ 5,206,306**	$ 4,627,408

See accompanying notes to financial statements

United Way of San Diego County

Statement of Cash Flows

Year ended June 30,		**2019**		2018
Cash flows from operating activities:				
Change in net assets	**$**	**410,928**	$	619,426
Adjustments to reconcile changes in net assets to net cash provided by operating activities:				
Depreciation		**58,464**		88,272
In-kind donations		**-**		(1,836)
Net realized and unrealized (gains) losses on investments		**(166,782)**		(332,189)
Provision for uncollectible pledges receivable		**264,070**		170,670
(Increase) decrease in operating assets:				
Pledges receivable		**(213,665)**		2,982,661
Accounts receivable		**3,794**		11,367
Grants receivable		**(298,478)**		426,366
Prepaid expenses and other assets		**5,444**		(1,088)
(Decrease) increase in operating liabilities:				
Accounts payable and accrued expenses		**29,014**		(293,376)
Amounts due to others, designations, and other payables		**80,371**		(3,322,480)
Net cash provided by operating activities		**173,160**		347,793
Cash flows from investing activities:				
Purchases of investments		**(5,107,645)**		(1,217,954)
Proceeds from sales of investments		**5,153,648**		1,441,198
Purchases of equipment		**(25,707)**		(35,413)
Net cash (used in) provided by investing activities		**20,296**		187,831
Net change in cash, cash equivalents and restricted cash		**193,456**		535,624
Cash, cash equivalents and restricted cash, beginning of year		**3,213,029**		2,677,405
Cash, cash equivalents and restricted cash, end of year	**$**	**3,406,485**	$	3,213,029
Cash, cash equivalents and restricted cash consists of the following:				
Cash and cash equivalents	**$**	**2,990,508**	$	3,099,502
Restricted cash		**415,977**		113,527
	$	**3,406,485**	$	3,213,029
Supplemental cash flow information				
Cash payments for interest	**$**	**-**	$	1,820

See accompanying notes to financial statements.

1. Description of Organization and Summary of Significant Accounting Policies

For over 99 years, United Way of San Diego County ("United Way" or "the Organization") has played a unique role, bringing people and resources together to spark breakthrough community action that elevates every child and family toward a brighter future.

We work with partners to align goals, leverage resources and expertise to resolve inequities and transform the lives of children, young adults and families.

From cradle to career, United Way works to close the achievement gap so kids can succeed in school and in life. We partner with schools, businesses and community agencies to support children outside the classroom so they can be successful inside the classroom. The specific milestones, identified by the community that we support, are: early childhood success, youth success and family stability.

As we look at the key benchmarks of early childhood success and youth success, we know that we must also provide support so that families are financially stable, emotionally healthy and engaged. We are all connected and interdependent; our community now and into the future thrives when a child succeeds in school and finds a college or career pathway and when neighbors are financially stable. Our goal is to create long-lasting changes in our region's most pressing problems by addressing the underlying causes.

The activities and operations included in the accompanying financial statements include those activities and operations over which United Way has oversight responsibility or for which United Way directly provides public services.

United Way provides monetary and non-monetary support in the following areas:

Early Childhood Success – Kindergarten Readiness: We measure kindergarten readiness across our portfolio along six metrics:

- Increased participation in quality preschool programs
- Increased developmental readiness for kindergarten
- Increased social-emotional readiness for kindergarten
- Improved parenting skills
- Increased family engagement
- Increased family stability and self-sufficiency

Early Childhood Success - Early Grade Literacy – Ending Chronic Absenteeism/Ending Summer Slide: We measure early grade literacy along four metrics:

- Increased reading proficiency by third grade
- Increased early grade attendance
- Increased family engagement
- Increased family stability and self-sufficiency

Youth Success - College or Career Readiness: We measure college or career readiness along four metrics

- Increased high School graduation rates
- Increased number of students graduating with A-G requirements
- Increased number of work-based learning opportunities for students
- Increase number of corporate partners engaged in youth career development

Family Stability: We measure family stability across four metrics

- Increase the percentage of families demonstrating increased stability and self-sufficiency.
- Increased use of free tax preparation services and claims of the Earned Income Tax Credit
- Increase families' knowledge and ability to access resources and services in their community
- Increase system level alignment between providers and across sectors

2. Summary of Significant Accounting Policies

Method of Accounting

The accompanying financial statements have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America ("US GAAP").

United Way follows the accounting and reporting guidelines included in the Accounting and Audit Guide, Not-for-Profit Entities, issued by the American Institute of Certified Public Accountants and Accounting and Financial Reporting – A Guide for United Ways and Not-for-Profit Human Service Organizations.

Income Taxes

United Way is exempt from income taxes under Section 501(c) (3) of the Internal Revenue Code and Section 23701(d) of the California Revenue and Taxation Code. United Way currently has no unrelated business income and is not a private foundation; therefore, no provision for income taxes has been made.

Generally accepted accounting principles provide accounting and disclosure guidance about positions taken by an organization in its tax returns that might be uncertain. Management has considered its tax positions and believes that all the positions taken by the Organization in their federal and state exempt organization tax returns are more likely than not to be sustained upon examination. The Organization's returns for fiscal years 2016 and later are subject to examination by federal and state taxing authorities, generally for three and four years, respectively, after they are filed.

Financial Statement Presentations

United Way follows the accounting provisions prescribed by Accounting Standards Codification ("ASC") Topic 958, *Not-for-Profit Entities ("*ASC 958). ASC 958 requires, among other things, the recognition of contributions received at fair value, including unconditional promises to give, in the period received. ASC 958 establishes standards for general purpose external financial statements. Focusing on the entity as a whole, ASC 958 requires that all not-for-profit organizations provide a statement of financial position, a statement of activities and changes in net assets and a statement of cash flows and that net assets and changes in net assets be classified as without donor restrictions and with donor restrictions.

- Net assets without donor restrictions represent expendable funds available for operations of United Way, which are not otherwise limited by donor-imposed restrictions. From time to time the Board designates a portion of these net assets for a specific purpose which makes them unavailable for use at management's discretion. See Note 8 for more information on the composition of net assets without donor restrictions.

- Net assets with donor restrictions consist of contributed funds that are subject to specific donor-imposed restrictions contingent upon a specific performance of a future event or a specific passage of time before United Way can spend the funds or are subject to irrevocable donor restrictions, requiring that the assets be maintained in perpetuity, usually for generating investment income to fund current operations. See Note 8 for more information on the composition of net assets with donor restrictions.

Revenues are reported as increases in net assets without donor restrictions unless use of the related assets are limited by donor-imposed restrictions. Expenses are reported as decreases in net assets without donor restriction unless use of the related assets are limited by donor-imposed restrictions. Gains and losses on investments and other assets are reported as increases or decreases in net assets without donor restrictions unless their use is restricted by explicit donor stipulations or by law.

Expirations of net assets are reported as being released between the applicable classes of net assets.

Fair Value Measurements

ASC Topic 820, *Fair Value Measurements*, establishes a framework for measuring fair value. That framework provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (level 1 measurement) and the lowest priority to unobservable inputs (level 3 measurements). The three levels of the fair value hierarchy under ASC Topic 820 are described as follows:

Level Input	*Input Definition*
Level 1	Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets that the Organization has the ability to access.
Level 2	Inputs to the valuation methodology include: • Quoted process for similar assets or liabilities in active markets; • Quoted prices for identical or similar assets or liabilities in inactive markets; • Inputs or other than quoted prices that are observable for the asset or liability; • Inputs that are derived principally from or corroborated by observable market data by correlation or other means. If the asset or liability has a specified (contractual) term, the level 2 input must be observable for substantially the full term of the asset or liability.
Level 3	Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

The asset or liability's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques used need to maximize the use of observable inputs and minimize the use of unobservable inputs.

Revenue Recognition

The Organization follows current US GAAP guidance for revenue recognition, predominantly guidance related to ASC 958, and other applicable provisions for revenue recognition. During the year ended June 30, 2019 there was one contract thas was within the scope of ASC 606, *Revenue From Contracts With Customers* ("ASC 606", "Topic 606"), which was adopted on July 1, 2018. The details of transactions are reviewed for appropriate application of the guidance. The Organization evaluates each source of revenue to determine whether the parties to the agreement have exchanged commensurate value for the transfer of resources, in which case, revenue is recognized in accordance with ASC 606. If commensurate value has not been exchanged for resources between the parties to the agreement, the transaction is determined to be a contribution and revenue is recognized in accordance with guidance related to ASC 958. For transactions determined to be contracts with customers, review includes identifying the contract and performance obligations, determining the transaction price and allocating the price to each performance obligation, and recognizing revenue as the performance obligations are met. For transactions determined to be contributions, the transaction review includes determining whether conditions exist that create a barrier that must be fulfilled for revenue to be recognized and whether there are donor restrictions placed on the contribution related to the purpose for which the funds may be used.

Campaign Results and Contributions – Contributions received, including unconditional promises to give, are recognized as revenue in the period received or pledged. When the donor specifies the agency that is to receive the donated funds, contributions are recorded as designated campaign results in the statement of activities. Contributions with specific donor-imposed restrictions are reported as revenue with donor restrictions, depending on the nature of the restriction.

Contributed Goods and Personal Services – Contributed goods are reflected as contributions in the accompanying financial statements at their estimated fair value. Contributed goods and services in the amount of $59,942 and $41,418 are reflected in the statement of activities for the years ended June 30, 2019 and 2018, respectively.

No amounts have been included in the accompanying financial statements for services contributed by campaign volunteers since such services do not require specialized skills that are provided by individuals possessing those skills and would otherwise need to be purchased. Nevertheless, a substantial number of volunteers from the San Diego area donated their time to United Way.

Service Fees – United Way recognizes service fee revenue when designated pledges are received.

Contract and Grant Revenue - United Way derives its contract revenues from providing services to other organizations and government agencies which, depending on the unique nature of the contract, may fall within the scope of ASC 958 or ASC 606. In fiscal year 2019 there was only one contract in place, from State of California, that was within the scope of ASC 606. Substantially all the Organization's performance obligations under this contract will be satisfied at a point in time rather than over time, however, the portion recognized in 2019 is related to a performance obligation that is being satisfied over time.

The following table disaggregates United Way's revenue based on the timing of satisfaction of performance obligations for the years ended June 30:

		2019		2018
Performance obligations satisfied at a point in time	**$**	**-**	$	-
Performance obligations satisfied over time		**39,695**		-
Total contract revenue within the scope of ASC 606	**$**	**39,695**	$	-

The timing of revenue recognition, invoicing and cash collections results in billed accounts receivable and unbilled receivables (contract assets), which are classified as grants receivable in the accompanying statement of financial position, and deferred revenue (contract liabilities). Customers are invoiced in accordance with agreed-upon contractual terms, typically at periodic intervals or upon achievement of contract milestones.

Contract assets and contract liabilities were as follows for the year ended June 30:

		2019		2018
Receivable	**$**	**-**	$	-
Contract assets	**$**	**39,695**	$	-
Contract liabilities	**$**	**-**	$	-

Receivables

Pledges receivable consist of unconditional promises to give. Unconditional promises to give that are expected to be collected in future years are recorded at the present value of their estimated future cash flows. Discounts to present value are computed using risk adjusted rates applicable in the years in which those promises are made.

An allowance for estimated uncollectible receivables is based on experience and an analysis of current receivable balances. Receivables deemed uncollectible are recorded against the allowance in the year deemed uncollectible. The Organization estimated the allowance for uncollectible receivables based on undesignated receivables only. No estimated allowance for uncollectible receivables for designated receivables or corresponding reduction in designated expense has been recorded. At June 30, 2019 and 2018, the allowance for uncollectible pledges receivable was $417,019 and $295,828, respectively. At June 30, 2019 and 2018, no allowance for uncollectible accounts for grants receivable was established as United Way believes all amounts are collectible.

Cash and Cash Equivalents

Cash and cash equivalents include cash in bank deposit accounts and highly liquid investments with an original maturity of three months or less.

United Way is required to maintain a separate bank account for contributions related to the San Diego Gas and Electric Neighbor to Neighbor Fund to comply with monthly reporting requirements. These amounts are reflected as restricted cash in the accompanying statement of financial position.

Investments

United Way values its investments at fair value. Realized and unrealized gains and losses are reflected in the accompanying statement of activities net of investment fees.

Land, Building, and Equipment

Land, building, and equipment which exceed $5,000 are recorded at cost. Donated assets are recorded at estimated fair value at the date of donation. Depreciation is calculated on the straight-line basis using lives of 31.5 years for building and improvements, 10 years for furniture and equipment, and 3 years for computer equipment. Maintenance and repair costs are charged to expense as incurred.

Impairment of Long-Lived Assets

United Way evaluates long-lived assets for impairment whenever events or changes in circumstances indicate that the carrying value of an asset may not be recoverable. If the estimated future cash flows (undiscounted and without interest charges) from the use of an asset are less than the carrying value, a write-down would be recorded to reduce the related asset to its estimated fair value. To date, no such write-downs have occurred.

Functional Allocation of Expenses

The costs of providing the various programs and other activities have been summarized by functional and natural classification in the statement of functional expenses. Expenses directly attributable to a specific functional area of United Way are reported as expenses of those functional areas. A portion of these expenses that benefit multiple functional areas (indirect costs) have been allocated across Programs and Supporting Services based on estimates of full-time employees and square footage equivalents versus the total organization equivalents.

Use of Estimates

The preparation of financial statements in conformity with US GAAP 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.

Advertising Expenses

Advertising costs are expensed as incurred. During the years ended June 30, 2019 and 2018 advertising costs were approximately $70,408 and $49,834, respectively, and are reported as public relations, marketing and communication expenses in the accompanying statement of functional expenses.

Litigation

In the normal course of business, the Organization is occasionally named as a defendant in various claims. It is the opinion of management that the outcome of any pending claims will not materially affect the operation or the financial position of the Organization.

Reclassification

Certain reclassifications have been made to the 2018 financial statement presentation to correspond to the current year's format. Net assets and changes in net assets are unchanged due to these reclassifications.

Concentration of Credit Risk

United Way maintains cash and cash equivalents in bank deposit and other financial institution accounts which exceed federally insured deposit limits. United Way has not experienced any losses in such accounts and does not believe it is exposed to any significant credit risk on its cash and cash equivalents.

Investments are exposed to various risks, such as interest rates, market, and credit risk. It is at least reasonably possible given the level of risk associated with investments that change in the near term could materially affect the amounts reported in the financial statements.

Comparative Totals

The June 30, 2018 financial statements include certain prior-year summarized comparative information in total, but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with accounting principles generally accepted in the United States of America. Accordingly, such information should be read in conjunction with United Way's financial statements for the year ended June 30, 2018, from which the summarized information was derived.

Adoption of New Accounting Standard

In May 2014, the Financial Accounting Standards Board ("FASB") issued Accounting Standards Update ("ASU") No. 2014-09, Revenue from Contracts with Customers (Topic 606). The ASU and all subsequently issued clarifying ASUs provides companies with a single model for accounting for revenue arising from contracts with customers and supersedes current revenue revenue when the risks and rewards transfer to the customer under the existing revenue guidance. The ASU also required expanded disclosures relating to the nature, amount, timing, and uncertainty of revenue and cash flows arising from contracts with customers. United Way adopted the new standard effective July 1, 2018, the first day of the Organization's fiscal year using the modified retrospective approach, there were no uncompleted contracts at that the date of adoption therefore no cumulative-effect adjustment was required to opening net assets. The majority of United Way's revenues are derived from campaign results, contributions and investment earnings which fall outside the scope of ASC 606. The adoption of the ASU did not have a significant impact on United Way's financial statements. Services that fall within the scope of ASC 606 are presented as Contract and Grant Revenue within the accompanying statement of activities and changes in net assets.

In August 2016, the FASB issued Accounting Standards Update 2016-14, *Presentation of Financial Statements of Not-for-Profit Entities* (Topic 958). The guidance is intended to simplify and improve how a not-for-profit organization (NFP) classifies its net assets, as well as the information it presents its financial statements about its liquidity, financial performance and cash flows. The main provisions of this update require an NFP to do the following:

- Present net assets in two classes instead of three – net assets with donor restrictions and net assets without donor restrictions.

- Continue to present the statement of cash flows using either direct or indirect methods but no longer require the presentation of the indirect method (reconciliation) if using the direct method.
- Provide enhanced disclosure about:
  - Amounts and purposes of governing board designations;
  - Composition of net assets with donor restrictions and how the restrictions affect the use of resources;
  - Qualitative information about how an NFP manages its liquid resources;
  - Qualitative information about the availability of financial assets;
  - Expenses in both their natural and functional classes;
  - Description of cost allocation methods

United Way adopted this guidance for the year ending June 30,2019.

In June 2018, the FASB issued ASU 2018-08, Topic 958, Clarifying the Scope and Accounting Guidance for Contributions Received and Contributions Made. The new guidance clarifies what is an exchange transaction, of which revenues would be reported under Topic 606, and what is a contribution reported under Topic 958. United Way adopted this guidance for the year ending June 30,2019.

The new guidance presents three key considerations for the not-for-profit to consider to determine what type of transaction transpired.

1. Consideration if the transaction is an exchange, third-party payer, or a contribution. An exchange is where commensurate value is received by the resource provider and a recipient. Commensurate value is not achieved by the resource provider executing their mission through the transfer of assets or the general public receiving benefit from resources provided through another entity, such as a government agency. A third-party payer is where no commensurate value is received by the resource provider and the resource provider is paying on behalf of an existing exchange transaction between the recipient and an identified customer. A contribution is where no commensurate value is received by the resource provider and they are not a third-party payer.

2. If the not-for-profit has determined the transaction is a contribution, it has to determine if it is conditional or unconditional. A conditional transaction is an agreement which includes both a 'barrier' that must be overcome and either a 'right of asset return' or 'release of promise to give.' Ambiguous donor stipulations are presumed to be conditional if not clearly unconditional. Barrier indicators are measurable performance requirements before entitlement to assets or stipulations related to the purpose of the agreement or limiting recipient discretion in conducting an activity.

3. If a contribution is unconditional, determine if it includes donor-imposed restrictions.

Recent Accounting Pronouncements

In February 2016, the FASB issued ASU No. 2016-02, *Leases*. The new standard establishes a right-of-use (ROU) model that requires a lessee to record a ROU asset and a lease liability on the balance sheet for all leases with terms longer than 12 months. Leases will be classified as either finance or operating, with classification affecting the pattern of expense recognition in the income statement. The new standard is effective for fiscal years beginning after December 15, 2020. A modified retrospective transition approach is required for lessees for capital and operating leases existing at, or entered into after, the beginning of the earliest comparative period presented in the financial statements, with certain practical expedients available. The Organization is in the process of evaluating the impact of adoption on its financial statements.

2. Investments

Investments consist of amounts that are without donor restrictions and with donor restrictions. Investments are maintained at Charles Schwab and the San Diego Foundation. Amounts without donor restrictions have been designated by the Board of Directors for various uses.

The following tables present investments categorized according to the fair value hierarchy as of June 30:

2019	Level 1	Level 2	Level 3	Total
Short-term investments:				
Large cap equities	$ 2,347,173	$ -	$ -	$2,347,173
Small/mid cap equities	282,904	-	-	282,904
International securities	1,157,591	-	-	1,157,591
Emerging markets equity	297,187	-	-	297,187
Alternative investments	1,428,699	-	-	1,428,699
Fixed income	288,122	-	-	288,122
Long-term investments:				
Pooled fund held by San Diego Foundation	-	-	1,023,843	1,023,843
	$ 5,801,676	$ -	$ 1,023,843	$6,825,519

2018	Level 1	Level 2	Level 3	Total
Short-term investments:				
Large cap equities	$ 1,972,558	$ -	$ -	$1,972,558
Small/mid cap equities	625,624	-	-	625,624
International securities	1,278,626	-	-	1,278,626
Alternative investments	460,491	-	-	460,491
Fixed income	1,333,898	-	-	1,333,898
Long-term investments:				
Pooled fund held by San Diego Foundation	-	-	1,033,543	1,033,543
	$ 5,671,197	$ -	$ 1,033,543	$6,704,740

Investment return for the years ended June 30, consist of:

		2019		2018
Unrealized gain on investments	$	89,169	$	211,576
Dividends and interest		166,958		144,857
Realized gains (losses) on investments		77,613		120,613
Investment fees		(38,209)		(49,136)
Total investment return, net	$	295,531	$	427,910

The approximate allocation of the pooled funds held by San Diego Foundation as of June 30, were:

	2019	2018
Domestic equities	28%	25%
International equities	21%	22%
Alternative investments	20%	21%
Domestic fixed income	15%	16%
Real estate	6%	7%
International fixed income	2%	2%
Global equity	6%	5%
Commodities	2%	2%
Total polled fund allocation	100%	100%

The following table presents changes in the fair value of level 3 investments for the years ended June 30:

		2019		2018
Beginning balance	$	1,033,543	$	1,013,412
Net realized and unrealized gains		38,817		68,511
Appropriation for endowment assets for expenditure (including fees)		(48,517)		(48,380)
Ending balance	$	1,023,843	$	1,033,543

United Way has Board of Directors designated and donor designated endowment funds with the San Diego Foundation (SDF) established for its benefit that has irrevocable designations of the income. United Way does not have access to the principal. SDF has variance power over the funds. SDF makes distributions from the endowment funds in accordance with agreements, less administrative fees, with any excess amounts remaining at SDF. Additionally, United Way has a board designated endowment fund with Charles Schwab. See Note 9 for further information relating to endowment funds.

3. Pledges Receivable

Pledges receivable at June 30, consist of:

		2019		2018
Due in less than one year	$	2,343,051	$	2,272,265
Less: allowance for uncollectible pledges		(417,019)		(295,828)
Total pledges receivable, net	$	1,926,032	$	1,976,437

4. Land, Building, and Equipment

Land, building, and equipment at June 30 consists of:

		2019		2018
Building and improvements	$	2,551,555	$	2,543,963
Land		718,121		718,121
Computer equipment		224,970		197,855
Work in progress		-		9,000
		3,494,646		3,468,939
Less: accumulated depreciation		(2,450,678)		(2,392,214)
Land, building, and equipment, net	$	1,043,968	$	1,076,725

Depreciation expense for the years ended June 30, 2019 and 2018 was $58,464 and $88,272, respectively.

5. Leases

Certain non-cancelable leases for equipment are accounted for as operating leases. Rental expense for operating leases (except those with lease terms of a month or less that were not renewed) was $16,573 and $22,545 for the years ended June 30, 2019 and 2018, respectively.

Future minimum lease payments under non-cancelable operating leases (with initial or remaining lease terms in excess of one year) as of June 30, 2019 are as follows:

Years ending		
2020	$	17,835
2021		16,705
2022		16,072
2023		16,072
2024		13,393
Total	$	80,077

6. Line of Credit

During the year ended June 30, 2019, United Way held an unsecured financing agreement with a commercial bank that expires April 15, 2020 and permits borrowings up to $1,000,000 at a variable rate of interest equal to the prime rate, which was 5.5% as of June 30, 2019, with a floor of 3 percent, collateralized by substantially all assets, excluding real property. During the year ended June 30, 2018, United Way had two financing agreements: a financing agreement of $500,000 for CFC operations and an agreement of $500,000 for United Way operations. At June 30, 2019 and 2018, the balance was $0. United Way maintained a zero balance for 365 consecutive days during the fiscal year.

7. Net Assets

Net assets without donor restrictions at June 30, consist of:

	2019	2018
Board designated for endowment	**$ 6,833,033**	$ 6,848,018
Undesignated	**3,627,128**	3,001,502
Land, building, and equipment	**1,043,968**	1,076,725
Total without donor restrictions	**$ 11,504,129**	$ 10,926,245

Board Designated for Endowment

United Way's Board has designated funds to be set aside to establish and maintain a quasi-endowment for the purpose of securing United Way's long-term financial viability and continuing to meet the needs of the Organization.

Net assets with donor restrictions at June 30, consist of:

	2019	2018
Grants	**$ 212,271**	$ 293,614
Emergency loan fund	**-**	100,000
Emergency Assistance Program	**97,479**	83,092
Endowment – Merrill Lynch	**-**	4,580
Endowment – Charles Schwab	**4,580**	-
Endowment – San Diego Foundation	**42,084**	42,084
Total with donor restrictions	**$ 356,414**	$ 523,370

8. Endowments

The United Way endowment consists of two individual funds established for a variety of purposes. As required by generally accepted accounting principles, net assets associated with endowment funds are classified and reported based on the existence of donor-imposed restrictions.

The Board of Directors of United Way acknowledge the board-designated endowment or quasi-endowment funds invested to provide income for a long but unspecified period are not donor restricted and are classified as net assets without donor restrictions.

The Board of Directors of United Way has interpreted the enacted version of the Uniform Prudent Management of Institutional funds Act (UPMIFA) 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, United Way classifies as net assets with donor restrictions (1) the original value of gifts donated to the permanent endowment (2) the original value of subsequent gifts donated to the permanent endowment (3) 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. In accordance with UPMIFA, United Way considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

1. The duration and preservation of the fund
2. The purposes of United Way 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
7. The investment policies of United Way

United Way has adopted investment and spending policies for endowment funds that:

1. Protect the invested assets
2. Preserve spending capacity of the fund income
3. Maintain a diversified portfolio of assets that meet investment return objectives while keeping risk at a level commensurate with that of the median fund in comparable foundations
4. Comply with applicable laws

United Way's board-designated endowment funds are invested in debt and other securities that are structured to satisfy its long-term rate-of-return objectives. United Way 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).

United Way's spending policy for board-designated endowments is to disburse funds available to meet the current program needs of the organization. The annual distribution shall be an amount equal to 5% of the average quarterly fair market value of the Endowment as valued on the last business day of each of the preceding twelve (12) quarters. These calculations are made on a monthly basis. If the market value of the endowment principal of any fund, at the end of each month, is less than the initial value of all contributions made to the endowment principal, then distributions will be limited to interest and dividends received. No distributions may be made that would invade the initial value of the Endowment, indexed for inflation from the date of inception. The initial value of the Endowment was $577,716 on March 31, 1998. At its discretion, the Board may elect to distribute an amount different from the spending policy, from $0 to the entire unrestricted balance.

The beneficial interest endowment funds of United Way are held by SDF. SDF manages the funds in accordance with the UPMIFA. SDF has variance power over the funds. SDF's objective is to maintain the purchasing power (real value) of the endowment funds. However, from time to time, the fair value of the assets in the endowment fund may fall below the level that the donors require United Way to retain as a fund of perpetual duration.

SDF has adopted investment and spending policies for endowment funds that:

1. Protect the invested assets
2. Preserve spending capacity of the fund income
3. Maintain a diversified portfolio of assets that meet investment return objectives while keeping risk at a level commensurate with that of the median fund in comparable foundations
4. Comply with applicable laws

SDF's endowment funds are invested in a "Balanced Pool" portfolio, which is structured for long-term total return. To provide diversification and to moderate risk, the investments are divided into carefully defined asset classes. Funding available for each asset classification is invested by professional money managers hired by SDF through a competitive process. The investment performance of each money manager is monitored by an independent consultant hired by SDF.

SDF's spending policy is to disburse 5% annually, based upon the endowment principal market value over the last 36 months. These calculations are made on a monthly basis. If the market value of the endowment principal of any fund, at the end of each month, is less than the initial value of all contributions made to the endowment principal, then distributions will be limited to interest and dividends received.

Changes in endowment net asset at June 30:

	2019		
	Without Donor Restrictions	With Donor Restrictions	Total
Endowment net assets, beginning of year	$ 6,848,018	$ 46,664	$ 6,894,682
Investment return:			
Investment income	166,958	-	166,958
Net realized and unrealized gain	166,782	-	166,782
Total investment return	333,740	-	333,740
Appropriation of endowment assets for expenditure	(348,725)	-	(348,725)
Endowment net assets, end of year	$ 6,833,033	$ 46,664	$ 6,879,697

	2018		
	Without Donor Restrictions	With Donor Restrictions	Total
Endowment net assets, beginning of year	$ 6,728,050	$ 46,664	$ 6,774,714
Investment return:			
Investment income	144,857	-	144,857
Net realized and unrealized gain	332,189	-	332,189
Total investment return	477,046	-	477,046
Appropriation of endowment assets for expenditure	(357,078)	-	(357,078)
Endowment net assets, end of year	$ 6,848,018	$ 46,664	$ 6,894,682

9. Liquidity and Availability of Resources

United Way's financial assets available within one year of the statements of financial position date for general expenditures are as follows:

June 30,	2019
Cash and cash equivalents	$ 2,990,508
Pledges receivable, net	1,926,032
Accounts receivable	2,635
Grants receivable	302,978
Investments	6,825,519
Total financial assets available within one year	12,047,672
Less:	
Due to designated agencies	(824,157)
Restricted by donors with purpose restrictions	(356,414)
Unrestricted funds held by San Diego Foundation	(981,759)
Total amounts unavailable for general expenditures within one year	(2,162,330)
Amounts unavailable to management without Board's approval	
Board designated for endowment	(6,833,033)
Total financial assets available to management for general expenditures within one year	$ 3,052,309

United Way maintains a policy of structuring its financial assets to be available as its general expenditures, liabilities, and other obligations become due. United Way has an established reserve policy used to manage current and future liquidity needs.

United Way has a Board designated endowment that, while it does not intend to spend for general expenditures, could be made available for current operations. Additionally, to help manage unanticipated liquidity needs, United Way has a committed line of credit of $1,000,000, which it could draw upon if needed. United Way has not drawn on the line in the past 12 months.

10. Related Party Transactions

During the years ended June 30, 2019 and 2018, United Way had business transactions totaling $97,459 and $373,437, respectively; with firms or agencies whose executives or family members are serving or served some portion of the year as a member of United Way's Board of Directors, sub-committee or advisory council; or with an organization for which a United Way management member is serving on a board or committee.

11. Subsequent Events

Management has evaluated subsequent events through November 6, 2019, which is the date the financial statements were available for issuance. There were no subsequent events that require adjustments to or disclosure in the financial statements.