

Audited Financial Statements



**United Way
of San Diego County**

*As of and for the Year Ended June 30, 2022
(With summarized comparative information
as of and for the year ended June 30, 2021)*

UNITED WAY OF SAN DIEGO COUNTY

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INDEPENDENT AUDITORS' REPORT

To the Board of Directors
United Way of San Diego

Opinion

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, 2022, and the related statement of activities, functional expenses, and cash flows for the year 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 Organization as of June 30, 2022, and the changes in its net assets and its cash flows for the year then ended, in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America ("GAAS"). Our responsibilities under those standards are further described in the Auditors' 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 audit. 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 the financial statements in accordance with accounting principles generally accepted in the United States of America, and 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 available to be issued.

Auditors' 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 auditors' 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

INDEPENDENT AUDITORS' REPORT (CONTINUED)

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.

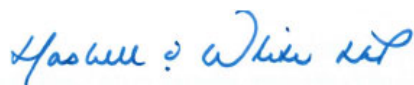
In performing an audit in accordance with GAAS, we:

- 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.

Report on Summarized Comparative Information

The financial statements of the Organization as of and for the year ended June 30, 2021, were audited by other auditors, whose report dated October 27, 2021, expressed an unmodified audit opinion on those financial statements. The summarized comparative information presented herein as of and for the year ended June 30, 2021, is consistent, in all material respects, with the audited financial statements from which it has been derived.



HASKELL & WHITE LLP

San Diego, California
October 26, 2022

UNITED WAY OF SAN DIEGO COUNTY

Statement of Financial Position

As of June 30, 2022

(With summarized financial information as of June 30, 2021)

	<u>2022</u>	<u>2021</u>
ASSETS		
Assets		
Cash and cash equivalents	\$ 4,579,413	\$ 4,169,147
Restricted cash	741,839	327,779
Investments (Note 3)	7,290,600	8,518,892
Pledges receivable, net	1,079,638	1,180,665
Accounts receivable	9,920	2,033
Grants receivable	497,968	276,682
Prepaid expenses and other assets	85,272	97,546
Property and equipment, net	<u>1,301,987</u>	<u>1,145,850</u>
Total assets	<u><u>\$ 15,586,637</u></u>	<u><u>\$ 15,718,594</u></u>
LIABILITIES AND NET ASSETS		
Liabilities		
Accounts payable and accrued liabilities	\$ 467,265	\$ 534,491
Designations payable	571,466	552,405
Grants payable	1,007,232	475,807
Paycheck Protection Plan loan (Note 7)	-	379,408
Loan payable	<u>12,041</u>	<u>-</u>
Total liabilities	<u>2,058,004</u>	<u>1,942,111</u>
Commitments and contingencies (Notes 6 and 7)		
Net assets (Note 8)		
Net assets without donor restriction	13,356,324	13,633,886
Net assets with donor restriction	<u>172,309</u>	<u>142,597</u>
Total net assets	<u>13,528,633</u>	<u>13,776,483</u>
Total liabilities and net assets	<u><u>\$ 15,586,637</u></u>	<u><u>\$ 15,718,594</u></u>

See accompanying notes to the financial statements and independent auditors' report.

UNITED WAY OF SAN DIEGO COUNTY

Statement of Activities For the Year Ended June 30, 2022

(With summarized financial information for the year ended June 30, 2021)

	<u>Without Donor Restriction</u>	<u>With Donor Restriction</u>	<u>Total 2022</u>	<u>Total 2021</u>
Revenue, Gains, and Other Support				
Campaign results				
Current campaign year	\$ 4,914,599	\$ 12,190	\$ 4,926,789	\$ 5,492,473
Prior campaign year	8,739	-	8,739	263,956
Gross campaign results	4,923,338	12,190	4,935,528	5,756,429
Less: Designated campaign results	(2,038,159)	-	(2,038,159)	(2,408,165)
Campaign revenue	2,885,179	12,190	2,897,369	3,348,264
Less: Provision for uncollectible pledges	(144,134)	-	(144,134)	(220,127)
Net campaign results	2,741,045	12,190	2,753,235	3,128,137
Other				
Contributions	502,240	1,086,793	1,589,033	894,514
Contract and grant revenue	156,728	75,352	232,080	1,235,404
Investment (loss) gain, net	(947,711)	-	(947,711)	1,990,042
Rent and miscellaneous income	573,332	-	573,332	184,246
Service fees	92,465	-	92,465	104,649
Designations from other United Way organizations	116,780	6,000	122,780	132,240
In-kind contributions	22,934	-	22,934	102,006
Assets released from restrictions	1,150,623	(1,150,623)	-	-
Total other	1,667,391	17,522	1,684,913	4,643,101
Total revenue, gains, and other support	4,408,436	29,712	4,438,148	7,771,238
Expenses				
Program services	2,447,138	-	2,447,138	3,705,989
Supporting activities				
Fundraising	981,666	-	981,666	954,597
Organizational administration	1,257,194	-	1,257,194	1,305,081
Total supporting services	2,238,860	-	2,238,860	2,259,678
Total expenses	4,685,998	-	4,685,998	5,965,667
Change in net assets	(277,562)	29,712	(247,850)	1,805,571
Net assets				
Net assets, beginning of year	13,633,886	142,597	13,776,483	11,970,912
Net assets, end of year	<u>\$ 13,356,324</u>	<u>\$ 172,309</u>	<u>\$ 13,528,633</u>	<u>\$ 13,776,483</u>

See accompanying notes to the financial statements and independent auditors' report.

UNITED WAY OF SAN DIEGO COUNTY

Statement of Functional Expenses For the Year Ended June 30, 2022

(With summarized financial information for the year ended June 30, 2021)

		Supporting Activities			
	Program Services	Fundraising	Management and General	Total 2022	Total 2021
Salaries and related expenses	\$ 1,185,491	\$ 701,524	\$ 928,875	\$ 2,815,890	\$ 3,173,870
Professional fees	45,130	82,460	152,195	279,785	393,015
Subcontractors	706,617	-	7,600	714,217	1,303,242
Occupancy	208,170	18,280	28,435	254,885	255,489
Dues and subscriptions	74,047	63,693	13,394	151,134	136,522
Supplies, meetings, and miscellaneous	81,852	6,000	22,650	110,502	93,960
Printing, publications and postage	17,806	9,061	1,674	28,541	55,977
Equipment and technology	62,443	36,488	39,530	138,461	123,294
Public relations, marketing and communication	39,533	33,843	2,917	76,293	104,873
Insurance	6,760	2,897	36,188	45,845	52,527
Banking and other fees	13,689	19,460	23,711	56,860	72,953
Events	5,600	7,960	25	13,585	37,733
In-kind goods and services	-	-	-	-	102,006
Grants	-	-	-	-	60,206
Total expenses	<u>\$ 2,447,138</u>	<u>\$ 981,666</u>	<u>\$ 1,257,194</u>	<u>\$ 4,685,998</u>	<u>\$ 5,965,667</u>

See accompanying notes to the financial statements and independent auditors' report.

UNITED WAY OF SAN DIEGO COUNTY

Statements of Cash Flows For The Years Ended June 30, 2022 and 2021

	<u>2022</u>	<u>2021</u>
Cash flows from operating activities		
Change in net assets	\$ (247,850)	\$ 1,805,571
Adjustments to reconcile change in net assets to net cash provided by (used in) operating activities:		
Depreciation expense	107,455	80,847
Gain on forgiveness of Paycheck Protection Plan loan	(379,408)	-
Loss on disposal of fixed assets	16,020	6,459
Net realized and unrealized losses (gains) on investments	1,089,441	(1,861,017)
Provisions for uncollectible pledges receivable	144,134	220,127
Change in operating assets and liabilities:		
Pledges receivable	(43,107)	240,013
Accounts receivable	(7,887)	2,237
Grants receivable	(221,286)	74,670
Prepaid expenses and other assets	12,274	(8,472)
Account payable and accrued expenses	(67,226)	7,973
Designation payable	19,061	(160,734)
Grants payable	531,425	188,280
Contract liabilities	-	(734,168)
Net cash provided by (used in) operating activities	<u>953,046</u>	<u>(138,214)</u>
Cash flows from investing activities		
Purchases of investments	(4,544,315)	(1,199,851)
Proceeds from sales and maturities of investments	4,683,166	1,300,963
Purchase of fixed assets	(267,571)	(112,331)
Net cash used in investing activities	<u>(128,720)</u>	<u>(11,219)</u>
Net change in cash, cash equivalents, and restricted cash	<u>824,326</u>	<u>(149,433)</u>
Cash, cash equivalents, and restricted cash - beginning of year	<u>4,496,926</u>	<u>4,646,359</u>
Cash, cash equivalents, and restricted cash - end of year	<u><u>\$ 5,321,252</u></u>	<u><u>\$ 4,496,926</u></u>
Supplemental disclosures of non-cash investing activity:		
Purchase of equipment with loan payable	<u><u>\$ 12,041</u></u>	<u><u>\$ -</u></u>

See accompanying notes to the financial statements and independent auditors' report.

UNITED WAY OF SAN DIEGO COUNTY

Notes to Financial Statements For The Year Ended June 30, 2022

1. Organization and Mission

For over 100 years, United Way of San Diego County (“United Way” or the “Organization”) has played a unique role, convening people, organizations, and resources together to spark breakthrough community action that elevates every child and family toward a brighter future.

We work in partnership 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. Our community learning model has us working in partnership with schools, businesses, parents, students, 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 learning, youth success and family stability/economic mobility.

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 in education and economic mobility 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:

Convening and Facilitation:

In partnership with others, United Way’s role is the convener of our collaborative efforts with the following success metrics:

- Convene collaborations to align goals and leverage resources
- Provide facilitation services for the collaborations, including data and evaluation, communication and continuous improvement
- Provide support to jointly fund and sustain the collaborative efforts

Cradle to Career Education:

Early Childhood Success - Early Grade Literacy. We, in partnership with others, measure early grade literacy along four metrics:

UNITED WAY OF SAN DIEGO COUNTY

Notes to Financial Statements (continued) For The Year Ended June 30, 2022

1. Organization and Mission (continued)

Cradle to Career Education (continued):

- Increased reading proficiency by third grade
- Increased early grade attendance
- Increased family engagement
- Increased family stability and self-sufficiency (economic mobility)

Youth Success - College or Career Readiness. We, partnership with others, measure college or career readiness along three metrics:

- Increased number of work-based learning opportunities for students, especially around STEAM careers
- Increased number of corporate partners engaged in youth career development
- Number of students hired as interns in critical need areas for business

Family Stability:

Earned Income Tax Credit (EITC) – We, partner with others, to measure family stability across several metrics:

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

2. Summary of Significant Accounting Policies

Basis of Accounting

The Organization's financial statements have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America ("GAAP"), which require management to make estimates and assumptions that affect the reported amounts of assets and liabilities, and disclosures of contingent assets and liabilities at the date of the financial statements, and revenues and expenses during the reporting period. Actual results could differ from those estimates.

UNITED WAY OF SAN DIEGO COUNTY

Notes to Financial Statements (continued) For The Year Ended June 30, 2022

2. Summary of Significant Accounting Policies (continued)

Basis of Accounting (continued)

United Way also 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.

Basis of Presentation

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

UNITED WAY OF SAN DIEGO COUNTY

Notes to Financial Statements (continued) For The Year Ended June 30, 2022

2. Summary of Significant Accounting Policies (continued)

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 in the accompanying financial statements.

GAAP provides accounting and disclosure guidance about positions taken by an organization in its tax returns that might be uncertain. Management believes that all tax positions taken by the Organization in its federal and state exempt organization tax returns are more likely than not to be sustained upon examination. The Organization's returns for fiscal years 2018 and later are subject to examination by federal and state taxing authorities, generally for three and four years, respectively, after they are filed.

Fair Value

GAAP defines fair value as the price that an entity would receive to sell an asset, or pay to transfer a liability, in an orderly transaction between market participants at the measurement date. GAAP also establishes a framework for measuring fair value and a three-level hierarchy for fair value measurements based upon the transparency of inputs to the valuation of an asset or liability. Inputs may be observable or unobservable and refer broadly to the assumptions that market participants would use in pricing the asset or liability.

Observable inputs reflect the assumptions market participants would use in pricing the asset or liability based on market data obtained from sources independent of the reporting entity. Unobservable inputs reflect the reporting entity's own assumptions about the assumptions that market participants would use in pricing the asset or liability developed based on the best information available under the circumstances.

The three-tier hierarchy of inputs is summarized below. Fair value levels are based upon the observability of the inputs which are significant to the overall valuation.

Level 1 - inputs are quoted prices in active markets.

Level 2 - inputs are observable, directly or indirectly.

Level 3 - inputs are unobservable and reflect assumptions of the reporting entity.

The Organization invests in various securities (Note 3) that are exposed to various risks, such as interest rate, market, and credit risks. Because of the level of risk associated with certain investment securities, it is at least reasonably possible that changes in the values of investment securities will occur in the near term and that such changes could materially affect the Company's account balances and the amounts reported in the statement of financial position.

UNITED WAY OF SAN DIEGO COUNTY

Notes to Financial Statements (continued) For The Year Ended June 30, 2022

2. Summary of Significant Accounting Policies (continued)

Revenue Recognition

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, *Revenue from Contracts with Customers*. 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 and within the scope of ASC 606, management's evaluation 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 and within the scope of ASC 958, management determines 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 in the period received or pledged. When the donor specifies another 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 Services – Contributed goods and services are reflected as contributions in the accompanying financial statements at their estimated fair value. Contributed goods and services in the amount of \$22,934 are reflected in the statement of activities for the year ended June 30, 2022 (\$102,006 for the year ended June 30, 2021).

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 specific terms of the contract, may fall within the scope of ASC 958 or ASC 606.

UNITED WAY OF SAN DIEGO COUNTY

Notes to Financial Statements (continued) For The Year Ended June 30, 2022

2. Summary of Significant Accounting Policies (continued)

Revenue Recognition (continued)

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 contract liabilities (deferred revenue). Customers are invoiced in accordance with agreed-upon contractual terms, typically at periodic intervals or upon achievement of contract milestones.

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

	<u>2022</u>	<u>2021</u>
Performance obligations satisfied at a point in time	\$ -	\$ 35,971
Performance obligations satisfied over time	<u>-</u>	<u>1,047,841</u>
Total contract revenue within the scope of ASC 606	<u>\$ -</u>	<u>\$ 1,083,812</u>

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, 2022 and 2021, the allowance for uncollectible pledges receivable was \$211,888 and \$248,726, respectively. At June 30, 2022, and 2021, no allowance for uncollectible accounts for grants receivable was established as United Way believes all amounts are collectible.

Cash and Cash Equivalents

The Organization considers cash equivalents to be highly liquid investments with maturities of three months or less when acquired.

UNITED WAY OF SAN DIEGO COUNTY

Notes to Financial Statements (continued) For The Year Ended June 30, 2022

2. Summary of Significant Accounting Policies (continued)

Cash and Cash Equivalents (continued)

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. For investments with readily determinable fair values, fair value is determined using the closing prices of securities traded on any global stock exchange. For investments that do not have readily determinable fair values, including the Organization's investment in pooled funds managed by the San Diego Foundation ("SDF"), the Organization utilizes a practical expedient to estimate fair value as the net asset value ("NAV") per share, or its equivalent. The NAV provided by SDF is determined by the related fund manager using valuation policies and techniques applied to the underlying investments. Realized and unrealized gains and losses are reflected in the accompanying statement of activities net of investment fees.

Property and Equipment, net

Property and equipment that exceed \$5,000 are carried at cost. Donated assets are recorded at estimated fair value at the date of donation. Depreciation is calculated on the straight-line basis over an estimated useful life of 31.5 years for building and improvements, 10 years for furniture and equipment, and three 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. An impairment loss is recognized when the sum of the undiscounted future cash flows is less than the carrying amount of the asset, in which case a write-down is recorded to reduce the related asset to its estimated fair value. No impairment losses were recognized during the years ended June 30, 2022 and 2021.

Functional Allocation of Expenses

The cost of providing various programs and supporting activities has been summarized on a functional basis in the accompanying statement of functional expenses. Expenses that can be identified with a specific program or support service are charged directly to that program or support service. Costs common to multiple functions, including payroll costs, have been allocated among the various functions benefited using a consistently applied reasonable

UNITED WAY OF SAN DIEGO COUNTY

Notes to Financial Statements (continued) For The Year Ended June 30, 2022

2. Summary of Significant Accounting Policies (continued)

Functional Allocation of Expenses (continued)

allocation method that rely on estimates made by management. The basis on which costs are allocated are evaluated by management annually.

Advertising Expenses

Advertising costs are expensed as incurred. During the years ended June 30, 2022 and 2021 advertising costs were approximately \$47,795 and \$75,701, respectively, and are reported as public relations, marketing and communication expenses in the accompanying statement of functional expenses.

Loss Contingencies

In the normal course of business, the Organization is occasionally named as a defendant in various claims. If the potential loss from any dispute or legal claim is considered probable and the amount can be estimated, the Organization accrues a liability for the estimated loss. It is the opinion of management that the outcome of any pending claims will not materially affect the operations or the financial position of the Organization.

Employee Retention Credit

Under the provisions of the Coronavirus Aid, Relief, and Economic Security Act (the "CARES Act") signed into law on March 27, 2020, and the subsequent extension of the CARES Act, the Organization was eligible for a refundable employee retention credit, subject to certain criteria. The Organization determined that it qualifies for the tax credit under the CARES Act. In the first quarter of fiscal year 2022, the Organization qualified for a credit in the amount of \$238,434, which will be used to fund payroll expenses in the quarter received, and is recorded as contributions in the accompanying statement of activities.

Concentration of Credit Risk

United Way maintains cash and cash equivalents in bank deposit and other financial institution accounts which may 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 rate, 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.

UNITED WAY OF SAN DIEGO COUNTY

Notes to Financial Statements (continued) For The Year Ended June 30, 2022

2. Summary of Significant Accounting Policies (continued)

Reclassifications

Certain reclassifications have been made to the 2021 financial statement presentation to correspond to the current year's presentation. Net assets and changes in net assets are unchanged due to these reclassifications.

Comparative Information

The June 30, 2021 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 GAAP. Accordingly, such information should be read in conjunction with United Way's financial statements for the year ended June 30, 2021, from which the summarized information was derived.

Recently Adopted Accounting Pronouncement

In September 2020, the Financial Accounting Standards Board ("FASB") issued ASU 2020-07, *Not-for-Profit Entities (Topic 958): Presentation and Disclosures by Not-for-Profit Entities for Contributed Nonfinancial Assets* to provide transparency on how contributed nonfinancial assets (also referred to as gifts-in-kind) received by nonprofits are to be used and how they are valued. The ASU requires that contributed nonfinancial assets be presented as a separate item in the statement of activities apart from contributions of cash and other financial assets. The ASU also outlines specific disclosures that must be made regarding the contributed nonfinancial assets. This standard was effective for the Organization's fiscal year ended June 30, 2022, and the implementation of these provisions did not significantly impact the Organization's financial statements.

Recently Issued Accounting Pronouncement

In February 2016, the FASB issued ASU 2016-02, *Leases*. The 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. The standard is effective for fiscal years beginning after December 15, 2021. 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.

UNITED WAY OF SAN DIEGO COUNTY

Notes to Financial Statements (continued) For The Year Ended June 30, 2022

3. Investments

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

The following tables present investments categorized according to the fair value hierarchy or the NAV practical expedient as of June 30, 2022:

	Level 1	Level 2	Level 3	NAV	Total
Short-term investments:					
Large cap equities	\$ 1,827,354	\$ -	\$ -	\$ -	\$ 1,827,354
Small/mid cap equities	272,212	-	-	-	272,212
International securities	1,334,740	-	-	-	1,334,740
Fixed income	1,707,529	-	-	-	1,707,529
Natural resources ETFs	118,165	-	-	-	118,165
Financial interval funds	-	-	-	574,539	574,539
Real estate interval fund	-	-	-	323,634	323,634
Long-term investments:					
Pooled fund held by SDF	-	-	-	1,132,427	1,132,427
	<u>\$ 5,260,000</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 2,030,600</u>	<u>\$ 7,290,600</u>

The following tables present investments categorized according to the fair value hierarchy or the NAV practical expedient as of June 30, 2021:

	Level 1	Level 2	Level 3	NAV	Total
Short-term investments:					
Large cap equities	\$ 3,073,682	\$ -	\$ -	\$ -	\$ 3,073,682
Small/mid cap cap equities	318,825	-	-	-	318,825
International securities	1,738,686	-	-	-	1,738,686
Emerging markets equity	23,049	-	-	-	23,049
Fixed income	1,757,368	-	-	-	1,757,368
Natural resources ETFs	98,934	-	-	-	98,934
Real estate interval fund	-	-	-	283,012	283,012
Long-term investments:					
Pooled fund held by SDF	-	-	-	1,225,336	1,225,336
	<u>\$ 7,010,544</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 1,508,348</u>	<u>\$ 8,518,892</u>

UNITED WAY OF SAN DIEGO COUNTY

Notes to Financial Statements (continued) For The Year Ended June 30, 2022

3. Investments (continued)

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

	<u>2022</u>	<u>2021</u>
Unrealized (loss) gain on investments, net	\$ (1,928,643)	\$ 1,617,706
Dividend and interest	182,776	165,739
Realized gains on investments, net	839,202	243,311
Investment fees	<u>(41,046)</u>	<u>(36,714)</u>
Total investment returns, net	<u>\$ (947,711)</u>	<u>\$ 1,990,042</u>

The approximate allocation of the pooled funds held by SDF as of June 30, were:

	<u>2022</u>	<u>2021</u>
Alternative investments	41%	32%
Domestic fixed income	11%	14%
Real estate	9%	6%
Global equity	<u>39%</u>	<u>48%</u>
Total pooled fund allocation	<u>100%</u>	<u>100%</u>

United Way has Board of Directors-designated and donor-designated endowment funds with SDF established for its benefit that have irrevocable designations of the related 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.

4. Pledges Receivable, net

Pledges receivable, net consist of the following as of June 30:

	<u>2022</u>	<u>2021</u>
Due in less than one year	\$ 1,291,526	\$ 1,429,391
Less: allowance for uncollectible pledges	<u>(211,888)</u>	<u>(248,726)</u>
Total pledges receivable, net	<u>\$ 1,079,638</u>	<u>\$ 1,180,665</u>

UNITED WAY OF SAN DIEGO COUNTY

Notes to Financial Statements (continued) For The Year Ended June 30, 2022

5. Property and Equipment, net

Property and equipment, net consist of the following as of June 30:

	<u>2022</u>	<u>2021</u>
Furniture and equipment	\$ 117,227	\$ 60,563
Land	718,121	718,121
Building and tenant improvements	2,839,486	2,737,612
Work in progress	<u>75,636</u>	<u>43,003</u>
	3,750,470	3,559,299
Less: accumulated depreciation	<u>(2,448,483)</u>	<u>(2,413,449)</u>
	<u><u>\$ 1,301,987</u></u>	<u><u>\$ 1,145,850</u></u>

Depreciation expense for the years ended June 30, 2022 and 2021 was \$107,455 and \$80,847, respectively. During the year ended June 30, 2022, the Organization disposed of property and equipment with a gross carrying value of \$88,441 and related accumulated depreciation of \$72,421.

6. Operating Leases

The Organization leases certain office equipment under non-cancelable operating leases that require monthly payments through 2024. Such lease contracts may be extended or replaced during the ordinary course of business. Total rent expense under all non-cancelable operating leases amounted to \$36,715 and \$31,692 for the years ended June 30, 2022 and 2021, respectively.

UNITED WAY OF SAN DIEGO COUNTY

Notes to Financial Statements (continued) For The Year Ended June 30, 2022

6. Operating Leases (continued)

As of June 30, 2022, future minimum lease payments under non-cancelable operating lease agreements are as follows:

<u>Year Ending June 30,</u>	
2023	\$ 31,467
2024	22,101
2025	19,397
2026	19,397
2027	19,397
	\$ 111,759

7. Debt

Solar Power Agreement

The Organization is a party to the Second Amendment and Restatement of Solar Power Agreement (the “SPA”) that provides the Organization host a solar system for a period of 20 years and pay a deposit of \$207,097. The Organization will receive specified energy production in exchange for annual reductions in the deposit of \$10,354. The Organization has the option to terminate the SPA at the end of the sixth year, which would require payment of a termination fee of \$144,967, which would equal the unamortized deposit balance at that time. The Organization also has an option any time after the sixth year to purchase the solar system should the Organization sell its related real estate or should the counterparty to the SPA cease operations.

In October 2021, the Organization entered into a loan agreement with an affiliate to the counterparty of the SPA (the “SPA Note”). Under the terms of the SPA Note, the Organization may borrow up to \$178,200 at an annual interest rate of 3.5%. The SPA Note is for a term of 10 years commencing on the commercial operations date of the solar system with payments equal to fully-amortized equal monthly payments of principal and interest. The SPA Note does not contain a prepayment penalty. As of June 30, 2022, the Organization has borrowed \$12,041 under the SPA Note. Concurrently, the Organization was awarded a grant from another affiliate to the counterparty of the SPA in the amount of \$33,713. The purpose of the grant is to support the solar system previously described and unexpended funds are required to be returned. No amounts under this grant have been recognized as of June 30, 2022, as related conditions have not yet been satisfied.

UNITED WAY OF SAN DIEGO COUNTY

Notes to Financial Statements (continued) For The Year Ended June 30, 2022

7. Debt (continued)

Line of Credit

The Organization has a line of credit with a commercial bank that provides maximum borrowings of \$1,000,000. Interest is calculated at 3.25% per annum, and is collateralized by substantially all assets, excluding real property. At June 30, 2022 and 2021, the outstanding balance was \$0. The line of credit matures on April 15, 2023. United Way maintained a zero balance throughout both fiscal year 2022 and 2021.

Paycheck Protection Plan Loan

In May 2020, the Organization, received \$375,000 in loan funding from the Small Business Administration (“SBA”) Paycheck Protection Program, established pursuant to the CARES Act. The unsecured loan is evidenced by a promissory note issued by the Organization in favor of California Bank & Trust, a national banking association, as lender. The Organization used the proceeds to fund payroll costs, rent and utilities in accordance with the relevant terms and conditions of the CARES Act. Under the terms of the loan, interest accrues on the outstanding principal at the rate of 1% per annum. In July 2021, the SBA approved forgiveness of all related principal and interest. The amount forgiven is included in rent and miscellaneous income on the accompanying statement of activities.

8. Net Assets

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

	<u>2022</u>	<u>2021</u>
Board-designated for endowment	\$ 7,261,910	\$ 8,482,558
Undesignated	4,661,292	3,968,479
Designated for program support	154,999	36,999
Property and equipment	<u>1,278,123</u>	<u>1,145,850</u>
Total without donor restrictions	<u>\$ 13,356,324</u>	<u>\$ 13,633,886</u>

United Way’s Board of Directors has designated funds 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.

UNITED WAY OF SAN DIEGO COUNTY

Notes to Financial Statements (continued) For The Year Ended June 30, 2022

8. Net Assets (continued)

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

	2022	2021
Grants	\$ 86,083	\$ 48,771
Emergency Assistance Program	39,562	47,162
Endowment - Charles Schwab	4,580	4,580
Endowment - San Diego Foundation	42,084	42,084
	<u>\$ 172,309</u>	<u>\$ 142,597</u>

9. Endowments

The United Way endowment consists of two individual funds established for a variety of purposes. As required by GAAP, 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 funds, or quasi-endowment, 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, and (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:

- The duration and preservation of the fund
- The purposes of United Way and the donor-restricted endowment fund
- General economic conditions
- The possible effect of inflation and deflation
- The expected total return from income and the appreciation of investments
- Other resources of the organization
- The investment policies of United Way

UNITED WAY OF SAN DIEGO COUNTY

Notes to Financial Statements (continued) For The Year Ended June 30, 2022

9. Endowments (continued)

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

- Protect the invested assets
- Preserve spending capacity of the fund income
- 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
- Comply with applicable laws

United Way's board-designated endowment funds are invested in various 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 4% 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 corpus of the endowment, indexed for inflation from the date of inception. The initial corpus 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:

- Protect the invested assets
- Preserve spending capacity of the fund income
- 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
- Comply with applicable laws

UNITED WAY OF SAN DIEGO COUNTY

Notes to Financial Statements (continued) For The Year Ended June 30, 2022

9. Endowments (continued)

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 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 assets at June 30, 2022:

	Without Donor Restrictions	With Donor Restrictions	Total
Endowment net assets, beginning of year	\$ 8,482,558	\$ 46,664	\$ 8,529,222
Investment return:			
Investment income	182,776	-	182,776
Net realized and unrealized loss	(1,089,441)	-	(1,089,441)
Total investment loss	(906,665)	-	(906,665)
Appropriation of endowment assets for expenditure	(313,984)	-	(313,984)
Endowment net assets, end of year	\$ 7,261,909	\$ 46,664	\$ 7,308,573

Changes in endowment net assets at June 30, 2021:

	Without Donor Restrictions	With Donor Restrictions	Total
Endowment net assets, beginning of year	\$ 6,753,635	\$ 46,664	\$ 6,800,299
Investment return:			
Investment income	165,739	-	165,739
Net realized and unrealized gain	1,861,017	-	1,861,017
Total investment return	2,026,756	-	2,026,756
Appropriation of endowment assets for expenditure	(297,833)	-	(297,833)
Endowment net assets, end of year	\$ 8,482,558	\$ 46,664	\$ 8,529,222

UNITED WAY OF SAN DIEGO COUNTY

Notes to Financial Statements (continued) For The Year Ended June 30, 2022

10. 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:

Cash and cash equivalents	\$ 4,579,413
Pledges receivable, net	1,079,638
Accounts receivable	9,920
Grants receivable	497,968
Investments	<u>7,290,600</u>
Total financial assets available within one year	13,457,539
Less:	
Due to designated agencies	(571,466)
Restricted by donors with purpose restrictions	(172,309)
Funds held by San Diego Foundation	<u>(1,132,427)</u>
Total amounts unavailable for general expenditures within one year	(1,876,202)
Amounts unavailable to management without Board's approval - Board-designated for endowment	<u>(6,158,173)</u>
Financial assets available to meet cash needs for general expenditures within one year	<u><u>\$ 5,423,164</u></u>

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 (Note 9). Additionally, to help manage unanticipated liquidity needs, United Way has a committed line of credit of \$1,000,000, which could be drawn upon if needed to fund general expenditures (Note 7).

11. Related Party Transactions

During the years ended June 30, 2022 and 2021, United Way had business transactions totaling \$199,782 and \$86,216, 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.

UNITED WAY OF SAN DIEGO COUNTY

**Notes to Financial Statements (continued)
For The Year Ended June 30, 2022**

12. Subsequent Events

Management has evaluated subsequent events that occurred through October 26, 2022 which is the date the financial statements were available to be issued.