

FINANCIAL REPORT

**UNITED WAY OF OXFORD - LAFAYETTE
COUNTY, INC.**

(a Not-For-Profit Organization)

Oxford, Mississippi

June 30, 2018

-oo0oo-

Table of Contents

	Page
Independent Auditors' Report	3
Financial Statements:	
Statements of Financial Position	4
Statements of Activities	5
Statements of Functional Expenses	6
Statements of Cash Flows.....	7
Notes to Financial Statements	8

-oo0oo-



CERTIFIED PUBLIC ACCOUNTANTS

110 N. Madison • P.O. Box 196
Tupelo, MS 38802
(662) 842-6475 • FAX (662) 842-4531
www.nmcpa.com

Independent Auditors' Report

To the Board of Trustees
United Way of Oxford - Lafayette County, Inc.
Oxford, Mississippi

We have audited the accompanying financial statements of United Way of Oxford-Lafayette County, Inc. (a Not-For-Profit Organization), which comprise the statements of financial position as of June 30, 2018 and 2017, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

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

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free 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 auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the 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 control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe 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 Oxford-Lafayette County, Inc. as of June 30, 2018 and 2017, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Nail McKinney P.A.

Tupelo, Mississippi
November 29, 2018

Statements of Financial Position
UNITED WAY OF OXFORD-LAFAYETTE COUNTY, INC.
(a Not-For-Profit Organization)

June 30, 2018 and 2017

Assets	<u>2018</u>	<u>2017</u>
Current Assets		
Cash and savings	\$ 123,978	\$ 238,675
Certificates of deposit	160,642	159,764
Accounts receivable	2,500	3,967
Unconditional promises to give, net	<u>63,482</u>	<u>135,380</u>
Total current assets	<u>350,602</u>	<u>537,786</u>
Property and Equipment		
Furniture, fixtures, and equipment	24,742	24,742
Less: Accumulated depreciation	<u>(21,292)</u>	<u>(20,560)</u>
Total property and equipment	<u>3,450</u>	<u>4,182</u>
Other Assets		
CREATE Endowment	<u>58,124</u>	<u>54,269</u>
Total assets	<u><u>\$ 412,176</u></u>	<u><u>\$ 596,237</u></u>
Liabilities and Net Assets		
Current Liabilities		
Accounts payable and accrued expenses	\$ 2,491	\$ 3,748
Disaster relief fund payable	9,685	9,685
Allocations payable	<u>298,000</u>	<u>326,330</u>
Total current liabilities	<u>310,176</u>	<u>339,763</u>
Net Assets		
Unrestricted:		
Board designated for CREATE endowment	58,124	54,269
Undesignated	34,594	187,839
Temporarily restricted	<u>9,282</u>	<u>14,366</u>
Total unrestricted net assets	<u>102,000</u>	<u>256,474</u>
Total liabilities and net assets	<u><u>\$ 412,176</u></u>	<u><u>\$ 596,237</u></u>

The accompanying notes are an integral part of these statements.

Statements of Activities
UNITED WAY OF OXFORD-LAFAYETTE COUNTY, INC.
(a Not-For-Profit Organization)

Years ended June 30, 2018 and 2017

	<u>2018</u>			<u>2017</u>		
	<i>Unrestricted</i>	<i>Temporarily Restricted</i>	<i>Total</i>	<i>Unrestricted</i>	<i>Temporarily Restricted</i>	<i>Total</i>
Revenues, Gains and Other Support						
Contributions:						
Campaign revenue	\$ 301,917	\$ -	\$ 301,917	\$ 497,829	\$ -	\$ 497,829
Less: provision for uncollectible promises to give	(3,264)	-	(3,264)	(43,220)	-	(43,220)
Net campaign revenue	298,653	-	298,653	454,609	-	454,609
LOU Excel by 5 Coalition - net	-	773	773	-	5,777	5,777
LOU Reads - net	-	(5,847)	(5,847)	-	6,565	6,565
In-kind income	16,238	-	16,238	66,424	1,523	67,947
Interest income	1,140	-	1,140	1,371	-	1,371
CREATE endowment interest income	1,102	-	1,102	706	-	706
CREATE endowment gains (losses)	3,034	-	3,034	4,795	-	4,795
Special Events	8,431	-	8,431	40,284	-	40,284
Miscellaneous income	56	-	56	-	-	-
Net assets released from restrictions	10	(10)	-	1,797	(1,797)	-
Total revenue	<u>328,664</u>	<u>(5,084)</u>	<u>323,580</u>	<u>569,986</u>	<u>12,068</u>	<u>582,054</u>
Expenses						
Program services:						
United Way community services	371,110	-	371,110	428,000	-	428,000
Supporting services:						
Management and general	52,832	-	52,832	50,905	-	50,905
Fundraising	54,112	-	54,112	100,611	-	100,611
Total expenses	<u>478,054</u>	<u>-</u>	<u>478,054</u>	<u>579,516</u>	<u>-</u>	<u>579,516</u>
Change in net assets	(149,390)	(5,084)	(154,474)	(9,530)	12,068	2,538
Net assets, beginning of year	<u>242,108</u>	<u>14,366</u>	<u>256,474</u>	<u>251,638</u>	<u>2,298</u>	<u>253,936</u>
Net assets, end of year	<u>\$ 92,718</u>	<u>\$ 9,282</u>	<u>\$ 102,000</u>	<u>\$ 242,108</u>	<u>\$ 14,366</u>	<u>\$ 256,474</u>

The accompanying notes are an integral part of these statements.

Statements of Functional Expenses
UNITED WAY OF OXFORD-LAFAYETTE COUNTY, INC.
(a Not-For-Profit Organization)

Years ended June 30, 2018 and 2017

	<u>2018</u>				<u>2017</u>			
	<u>Program Services</u>	<u>Support Services</u>			<u>Program Services</u>	<u>Support Services</u>		
	<u>United Way Community Services</u>	<u>Management and General</u>	<u>Fund Raising</u>	<u>Total</u>	<u>United Way Community Services</u>	<u>Management and General</u>	<u>Fund Raising</u>	<u>Total</u>
Salaries	\$ 45,917	\$ 19,958	\$ 25,958	\$ 91,833	\$ 42,381	\$ 18,902	\$ 23,478	\$ 84,761
Payroll taxes	3,814	1,661	2,151	7,626	3,566	1,594	1,970	7,130
Employee benefits	7,508	3,303	4,204	15,015	6,199	2,786	3,412	12,397
Total personnel costs	57,239	24,922	32,313	114,474	52,146	23,282	28,860	104,288
Bank charges	-	536	-	536	-	396	-	396
Campaign expenses	-	-	16,935	16,935	-	-	66,484	66,484
Other community impact	277	-	-	277	10,726	-	-	10,726
CREATE endowment fees	-	281	-	281	-	340	-	340
Vista volunteer	52	-	-	52	5,668	-	-	5,668
Conferences	-	-	-	-	8	4	3	15
Depreciation	322	410	-	732	323	410	-	733
Dues-United Way Worldwide	-	6,495	-	6,495	-	5,931	-	5,931
Insurance	-	3,126	-	3,126	-	3,501	-	3,501
Marketing - website	465	232	232	929	943	472	471	1,886
Office expense	97	571	478	1,146	158	1,113	814	2,085
Repairs & maintenance	683	3,186	683	4,552	540	2,522	541	3,603
Postage	34	118	17	169	27	94	13	134
Professional fees	-	9,500	-	9,500	-	9,414	-	9,414
Rent	4,488	2,856	2,856	10,200	4,488	2,856	2,856	10,200
Telephone	1,198	599	598	2,395	1,139	570	569	2,278
Grants to agencies	301,757	-	-	301,757	337,616	-	-	337,616
Other program expense	1,111	-	-	1,111	3,274	-	-	3,274
Excel by Five Coalition Expense	3,387	-	-	3,387	10,944	-	-	10,944
Total expenses	<u>\$ 371,110</u>	<u>\$ 52,832</u>	<u>\$ 54,112</u>	<u>\$ 478,054</u>	<u>\$ 428,000</u>	<u>\$ 50,905</u>	<u>\$ 100,611</u>	<u>\$ 579,516</u>

The accompanying notes are an integral part of these statements.

Statements of Cash Flows

UNITED WAY OF OXFORD-LAFAYETTE COUNTY, INC.
(a Not-For-Profit Organization)

Years ended June 30, 2018 and 2017

	<i>2018</i>	<i>2017</i>
Cash flows from operating activities:		
Change in net assets	\$ (154,474)	\$ 2,538
Adjustments to reconcile change in net assets to net cash provided by operating activities		
Depreciation	732	733
(Increase) decrease in:		
Accounts receivable	1,467	188
Unconditional promises to give	71,898	74,049
Increase (decrease) in:		
Accounts payable and accrued expenses	(1,257)	(6,163)
Allocations payable	(28,330)	(27,015)
Net cash provided (used) by operating activities	(109,964)	44,330
Cash flows from investing activities:		
Interest reinvested in certificates of deposit	(878)	(706)
Change in CREATE endowment	(3,855)	(5,517)
Net cash used in investing activities	(4,733)	(6,223)
Cash flows from financing activities:		
Agency transactions, net	-	(20)
Net cash used in financing activities	-	(20)
Net change in cash	(114,697)	38,087
Cash and savings, beginning of year	238,675	200,588
Cash and savings, end of year	\$ 123,978	\$ 238,675

The accompanying notes are an integral part of these statements.

Notes to Financial Statements

UNITED WAY OF OXFORD-LAFAYETTE COUNTY, INC. (a Not-For-Profit Organization)

June 30, 2018

NOTE 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Nature of Activities

The United Way of Oxford-Lafayette County, Inc. (the Organization) is a Mississippi nonprofit organization, governed by a volunteer board of directors, whose primary mission is to improve lives and meet community needs by uniting people and resources. To this end, the Organization raises funds and invests in education, health and human service programs throughout the county, while also leading coalitions to drive community-level change and mobilizing volunteers. The Organization has served the local community since it was established on November 17, 1970. The Organization raises funds through organized volunteer campaigns that are supported by businesses and individuals. Contributions are received in the form of direct cash donations, annual campaign promises to give, corporate matching sponsorships, and employer remittances of participating employee payroll deduction arrangements. The Organization's Community Investment Committee, made up of board members and other community volunteers, reviews grant applications from local nonprofit service providers and recommends annual funding amounts to the board of directors. The organization also serves as the Chair of the Local Board for Emergency Food & Shelter Program, through which federal funding is periodically distributed to direct aid providers in Lafayette County.

The Organization is a nonprofit organization as described in Section 501(c)(3) of the Internal Revenue Code and is exempt from federal and state income taxes.

Public Support and Revenue

Annual campaign contributions and other direct contributions are considered available for unrestricted use unless specifically restricted by the donor. Unconditional promises to give are recognized and recorded when received. Unconditional promises to give due in the next year are reflected as current promises to give and are recorded at their estimated net realizable value. Unconditional promises to give due in subsequent years (if any) are reflected as long-term promises to give and are recorded at the present value of their estimated net realizable value, using risk-free interest rates applicable to the years in which the promises are received to discount the amounts. An allowance for uncollectible promises is provided based on prior years' experience and management's evaluation of campaign revenue and potential uncollectible promises receivable at year end.

Contributions and grants of cash or other assets are reported as temporarily restricted support if they are received with donor stipulations that limit the use of the donated assets. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions.

Administrative fees earned by the Organization for processing and distributing FEMA grant proceeds to specific agencies, interest from certificates of deposit and other interest bearing accounts, designations from other United Way agencies throughout the country, and other receipts not mentioned above are classified as other income. Such revenue is considered unrestricted support and can be used as the Board directs.

Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Cash and Cash Equivalents

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

Notes to Financial Statements (continued)

NOTE 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - (Continued)

Cash and Cash Equivalents (continued)

The total cash held by the Organization at June 30, 2018 and 2017 was covered by insurance provided by the Federal Deposit Insurance Corporation.

Fixed Assets

The Organization records office furniture, fixtures and equipment at cost if purchased or at fair market value if donated. The Organization currently capitalizes all fixed asset acquisitions of \$500 or more. Depreciation is computed using the straight-line method over the estimated useful lives of the assets.

Fair Value of Financial Instruments

The carrying amounts at June 30, 2018 and 2017 for cash and cash equivalents, certificates of deposit, and pledges receivable approximate their fair values because of the short maturity of these instruments.

Accrual for Unrecognized Tax Benefits

On a continuing basis, management analyzes the Organization's tax positions, and, when a tax position meets the measurement and recognition principles outlined in FASB Accounting Standards Codification (FASB ASC) 740, *Income Taxes*, the Company accrues a liability for unrecognized tax benefits. Any related interest and penalties associated with unrecognized tax benefits are included as a component of other non-interest expense.

Management has evaluated the tax positions taken, and expected to be taken, on the tax returns of the Organization and has determined that, at June 30, 2018 and 2017, the accrual for unrecognized tax benefits is \$0.

Open Tax Years

The Organization is subject to information return reporting in the United States. The Organization's federal information returns are subject to examination by the taxing authorities generally for three years after they are filed. Management has evaluated the tax positions taken, and has not identified any positions that are unlikely to be sustained upon examination.

Donated Property and Facilities

Donations of property are recorded as in-kind contributions at their estimated fair values at the date of donation.

Contributed Services

Contributions of services are recorded at their estimated fair value if the services create or enhance nonfinancial assets or require specialized skills, are performed by people with those skills, and would otherwise be purchased by the organization. A number of volunteers have donated significant time and effort to the United Way fundraising campaign and its grant allocation process. The dollar value of these contributed services is not reflected in the financial statements because the nature of the services does not meet the specified criteria for recording. During the years ended June 30, 2018 and 2017, the value of contributed goods and services meeting the requirements for recognition in the financial statements was \$16,238 and \$67,947, respectively.

Reclassifications

Certain prior year amounts have been reclassified in order to conform to current year's presentation.

Subsequent Events

In preparing these financial statements, the Organization has evaluated events and transactions for potential recognition or disclosure through the date of the Independent Auditors' Report, which is the date the financial statements were available to be issued.

Notes to Financial Statements (continued)

NOTE 2. UNCONDITIONAL PROMISES TO GIVE

Unconditional promises to give consisted of the following at June 30:

	<i>2018</i>	<i>2017</i>
Unconditional promises to give, 2016/2017 Campaign	\$ -	\$ 162,380
Unconditional promises to give, 2017/2018 Campaign	78,482	-
Total unconditional promises to give	78,482	162,380
Less: allowance for uncollectible promises to give	(15,000)	(27,000)
Unconditional promises to give, net	\$ 63,482	\$ 135,380

NOTE 3. CREATE ENDOWMENT

CREATE Foundation of Tupelo, Mississippi serves as the financial administrator for endowments established by a number of non-profit organizations in North Mississippi. Upon approval by the Board, an agreement to establish an endowment was made in 2005 between the Organization and CREATE Foundation. In December 2005, the Organization contributed \$20,000 to establish the endowment. As with other endowments managed by CREATE Foundation, a portion of the income from the Organization endowment fund may be distributed annually to the Organization while the endowment fund remains with CREATE Foundation. Additionally, CREATE Foundation agreed to provide a challenge grant whereby it would eventually transfer \$10,000 of its funds to the endowment in a two to one matching arrangement. This matching contribution was transferred to the Organization endowment fund in September 2006. The Board anticipates that any income distributed from the endowment funds will help offset administrative costs incurred in support of the Organization’s charitable purposes. The Organization has not received any distributions from this fund since it was established in 2005.

The following table summarizes the changes in the endowment fund for the year ended June 30:

	<i>2018</i>	<i>2017</i>
Endowment, beginning of year	\$ 54,269	\$ 48,752
Investment return		
Interest/dividend income	1,102	1,062
Endowment gains (losses)	3,034	4,795
Endowment fees	(281)	(340)
Endowment, end of year	\$ 58,124	\$ 54,269

NOTE 4. FAIR VALUE MEASUREMENT

“Fair value” is defined by FASB ASC 820 as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. FASB ASC 820 establishes a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy maximizes the use of observable inputs and minimizes the use of unobservable inputs by requiring that observable inputs be used when available. Observable inputs are inputs that market participants would use in pricing the asset or liability developed based on market data obtained from sources independent of the Organization. Unobservable inputs are inputs that reflect the Organization’s 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 hierarchy is broken down into the following three levels, based on the reliability of inputs:

- Level 1 Unadjusted quoted prices in active markets for identical assets or liabilities that are accessible at the measurement date.

Notes to Financial Statements (continued)

NOTE 4. FAIR VALUE MEASUREMENT - (Continued)

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

- Level 3 Significant unobservable inputs for the asset or liability that reflect the reporting entity's own assumptions about the assumptions that market participants would use in pricing the asset or liability.

Determination of fair value

The Organization uses the valuation methodologies listed below to measure different financial instruments at fair value. An indication of the level in the fair value hierarchy in which each instrument is generally classified is included. Where appropriate, the description includes details of the valuation models, the key inputs to those models as well as any significant assumptions.

CREATE Endowment

CREATE Endowment funds are recorded at fair value on a recurring basis. Fair value measurement is based upon quoted prices of the underlying investments allocated to the Organization's units within the larger endowment pool.

The following tables present the balances of assets measured at fair value on a recurring basis:

	2018			
	<i>Level 1</i>	<i>Level 2</i>	<i>Level 3</i>	<i>Total</i>
CREATE Endowment	\$ 58,124	\$ -	\$ -	\$ 58,124

	2017			
	<i>Level 1</i>	<i>Level 2</i>	<i>Level 3</i>	<i>Total</i>
CREATE Endowment	\$ 54,269	\$ -	\$ -	\$ 54,269

The Organization has no other assets or liabilities measured at fair value on either a recurring or nonrecurring basis.

NOTE 5. DISASTER RELIEF FUND PAYABLE

The Organization has received donations as agent for The Disaster Relief Council for contributions related to severe storm damage in a prior year. At June 30, 2018, the Organization held \$9,685 of cash funds for the benefit of The Disaster Relief Council, representing a liability to that entity and a restriction on spendable cash balances as of that date.

NOTE 6. COMMITMENTS AND CONTINGENCIES

United Way of Oxford-Lafayette County, Inc. traditionally distributes approved allocations (grants) to Board designated agencies on a quarterly basis. At the end of each annual campaign, the Board determines the amount of funds available for distribution and budgets the amounts to be distributed throughout the year. The Community Impact Committee then reviews the funding requests received from local agencies. With priorities established by the Committee, fund allocations are developed in accordance with the Organization's guidelines. The allocation recommendations of the Committee are submitted to the Board for approval, and upon approval, distribution schedules are established for the year.

Notes to Financial Statements (continued)

NOTE 6. COMMITMENTS AND CONTINGENCIES - (Continued)

In May 2018, the Organization made unconditional pledges to agency programs for allocations to be paid for the period July 1, 2018 through June 30, 2019. Accordingly, as of June 30, 2018, a liability of \$298,000 was recorded for the unconditional grants pledged, and not yet paid as of that date.

NOTE 7. FUNCTIONAL ALLOCATION OF EXPENSES

The costs of providing the various programs and activities have been summarized on a functional basis in the statement of activities and the statement of functional expenses. Accordingly, certain costs have been allocated among the program and supporting services benefited.

NOTE 8. LEASES

United Way of Oxford-Lafayette County, Inc. leases office space under a verbal, twelve month lease agreement. Monthly rental payments of \$850 were required under the lease for the fiscal year.

NOTE 9. EMPLOYEE BENEFIT PLAN

The Organization participates in a Simplified Employee Pension Individual Retirement Arrangement (SEP IRA). The Organization contributes six percent of the employee's salary to the SEP IRA. For the year ended June 30, 2018 and 2017, plan expenses incurred by the Organization for the SEP IRA were \$5,547 and \$3,954, respectively.

NOTE 10. TEMPORARILY RESTRICTED NET ASSETS

The Organization serves as the Lead Support Partner and Fiscal Support Partner for the LOU Excel by 5 Coalition. Pursuant to the provisions of a Memorandum of Understanding executed between the Organization and the LOU Excel by 5 Coalition, funds approved for allocation to LOU Excel by 5 Coalition that are unspent at the end of the fiscal year are held over for use by LOU Excel by 5 in subsequent years. The Organization also has funds with donor imposed restrictions to be spent on LOU Reads expenditures. Similar to LOU Excel by 5 funds, any funds unspent from the donor contributions with the aforementioned restrictions are held over for use by LOU Reads in subsequent years. Temporarily restricted net assets at June 30, 2018 represent funds allocated to LOU Excel by 5 and LOU Reads in excess of amounts spent by LOU Excel by 5 and LOU Reads and are restricted for future use by those programs in subsequent fiscal years.