

UNITED WAY OF ROCKLAND COUNTY, INC.
FINANCIAL STATEMENTS
FOR THE YEARS ENDED JUNE 30, 2019 AND 2018

UNITED WAY OF ROCKLAND COUNTY, INC.
FOR THE YEARS ENDED JUNE 30, 2019 AND 2018

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INDEPENDENT AUDITOR'S REPORT

The Board of Directors
The United Way of Rockland County, Inc.

We have audited the accompanying financial statements of the United Way of Rockland County, Inc., which comprise the statement of financial position as of June 30, 2019, and the related statements of activities, 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 control 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 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 enough 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 the United Way of Rockland County, Inc. as of June 30, 2019, 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.

Report on Summarized Comparative Information

We have previously audited United Way of Rockland County financial statements, and in our report dated January 16, 2019 expressed an unmodified opinion on those audited financial statements. In our opinion, 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 statement from which it has been derived.

Berard & Associates CPA's P.C.

Berard & Associates, CPA's P.C.

Suffern, New York

January 3, 2020

UNITED WAY OF ROCKLAND COUNTY, INC.
STATEMENT OF FINANCIAL POSITION
FOR THE YEARS ENDED JUNE 30, 2019 AND 2018

	2019	2018
ASSETS		
Cash and Cash Equivalents	\$ 194,043	\$ 300,250
Restricted Cash	36,364	31,528
Investments	-	1,843
Contributions Receivable, Net	128,615	122,302
Grant Receivable	-	2,200
Prepaid Expenses	4,114	5,845
Beneficial Interest in Gift Annuities	9,430	5,953
TOTAL ASSETS	\$ 372,566	\$ 469,921
LIABILITIES		
Accounts Payable and Accrued Expenses	\$ 5,558	\$ 6,189
SEFA Designations Payable	35,864	45,678
Donor Choice (Designated) Payable	48,106	45,143
Deferred Income	2,900	3,000
TOTAL LIABILITIES	92,428	100,010
NET ASSETS		
<u>Without Donor Restrictions</u>		
Unrestricted Net Assets:		
Undesignated	111,605	193,949
Board Designated -Operating Reserve	150,000	150,000
Total Unrestricted Net Assets	261,605	343,949
<u>With Donor Restrictions</u>		
Health Havestraw	-	2,200
Volunteer Award Programs	8,601	8,636
Total with Donor Restrictions	18,533	25,962
TOTAL NET ASSETS	280,138	369,911
TOTAL LIABILITIES AND NET ASSETS	\$ 372,566	\$ 469,921

See Accompanying Notes to Financial Statements

UNITED WAY OF ROCKLAND COUNTY, INC.
STATEMENT OF ACTIVITIES
FOR THE YEARS ENDED JUNE 30, 2019 AND 2018

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total 2019</u>	<u>Total 2018</u>
REVENUES, GAINS, AND OTHER SUPPORT				
Gross Campaign Results for current fiscal year	\$ 331,782	\$ -	\$ 331,782	402,442
Less: Donor Designations	(61,290)	-	(61,290)	(67,694)
Less: SEFA Designations	(31,946)	-	(31,946)	(34,515)
Total Campaign	<u>238,546</u>	<u>-</u>	<u>238,546</u>	<u>300,233</u>
Less Provision for Uncollectible Pledges	(4,851)	-	(4,851)	(6,665)
Net Campaign Revenue	<u>233,695</u>	<u>-</u>	<u>233,695</u>	<u>293,568</u>
Other Revenues, Gains, and Support				
Tri-State UW Revenue	-	-	-	-
Special Events Revenue(net of expenses)	34,065	6,058	40,123	11,140
Gifts In-Kind	333,750	-	333,750	233,287
Government Grants	-	24,750	24,750	22,589
Change in Value of beneficial interest in gift annuities	-	3,477	3,477	59
Administrative Income	5,365	-	5,365	4,557
Other Support	13,079	6,958	20,037	29,067
Day of Caring	58,400	-	58,400	72,550
Investment Return	2,473	-	2,473	1,676
Total Other Revenues, Gains and Support	<u>447,132</u>	<u>41,243</u>	<u>488,375</u>	<u>374,925</u>
Net assets released from restriction	<u>48,672</u>	<u>(48,672)</u>	<u>-</u>	<u>-</u>
TOTAL REVENUES, GAINS, AND OTHER SUPPORT	<u>729,499</u>	<u>(7,429)</u>	<u>722,070</u>	<u>668,493</u>
EXPENSES				
Program Services				
Total Community Impact	708,638	-	708,638	630,449
TOTAL PROGRAM SERVICES	<u>708,638</u>	<u>-</u>	<u>708,638</u>	<u>630,449</u>
Supporting Services				
Organizational Administration	64,630	-	64,630	70,908
Fund Raising	34,610	-	34,610	34,937
United Way of America Dues	3,965	-	3,965	6,385
TOTAL SUPPORTING SERVICES	<u>103,205</u>	<u>-</u>	<u>103,205</u>	<u>112,230</u>
TOTAL EXPENSES	<u>811,843</u>	<u>-</u>	<u>811,843</u>	<u>742,679</u>
INCREASE/(DECREASE) IN NET ASSETS	(82,344)	(7,429)	(89,773)	(74,186)
NET ASSETS, BEGINNING OF YEAR	<u>343,949</u>	<u>25,962</u>	<u>369,911</u>	<u>444,097</u>
NET ASSETS, END OF YEAR	<u>\$ 261,605</u>	<u>\$ 18,533</u>	<u>\$ 280,138</u>	<u>\$ 369,911</u>

See Accompanying Notes to Financial Statements

UNITED WAY OF ROCKLAND COUNTY, INC.
STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEARS ENDED JUNE 30, 2019 AND 2018

EXPENSES	PROGRAM SERVICES		SUPPORT SERVICES		2019	2018
	COMMUNITY IMPACT	ORGANIZATIONAL ADMINISTRATION	FUND RAISING	UNITED WAY OF AMERICA	Total Expenses	Total Expenses
Salaries	\$ 137,396	\$ 17,175	\$ 17,174	\$ -	\$ 171,745	\$ 185,077
Employee benefits	11,722	1,465	1,466	-	14,653	11,522
Payroll Taxes	13,371	1,671	1,672	-	16,714	18,181
Total Salaries & Related Costs	162,489	20,311	20,312	-	203,112	214,780
In-Kind Rent	32,800	4,100	4,100	-	41,000	42,440
In-Kind Gifts	290,422	1,078	1,250	-	292,750	190,847
Telephone	3,531	442	442	-	4,415	4,284
Supplies	1,011	190	1,959	-	3,160	4,715
Dues	1,370	171	171	3,965	5,677	7,879
Bank Charges & Other Fees	-	5,959	-	-	5,959	6,817
Fund Raising Expenses	-	-	3,210	-	3,210	2,514
Insurance	3,347	1,620	418	-	5,385	5,376
Transportation	659	83	83	-	825	600
Conferences and Meetings	311	377	-	-	688	2,065
Professional fees & contracted services	-	29,446	-	-	29,446	34,428
Office Expenses	1,498	187	187	-	1,872	2,028
Program Expenses	18,584	-	-	-	18,584	15,420
Community Impact	189,000	-	-	-	189,000	201,000
Marketing Expenses	2,400	-	2,400	-	4,800	4,728
Other	1,216	666	78	-	1,960	1,871
Expenses before Depreciation	708,638	64,630	34,610	3,965	811,843	741,792
Depreciation Expense	-	-	-	-	-	887
Sub-Total	708,638	64,630	34,610	3,965	811,843	742,679
TOTAL EXPENSES	\$ 708,638	\$ 64,630	\$ 34,610	\$ 3,965	\$ 811,843	\$ 742,679

See Accompanying Notes to Financial Statements

UNITED WAY OF ROCKLAND COUNTY, INC.
STATEMENT OF CASH FLOWS
FOR THE YEARS ENDED JUNE 30, 2019 AND 2018

	2019	2018
Cash Flow from Operating Activities		
Increase (decrease) in net assets	\$ (89,773)	\$ (74,185)
Adjustments to Reconcile Changes in Net Assets to Net Cash Provided by Operating Activities:		
Depreciation	-	887
Change in value of beneficial interest in gift annuities	(3,477)	528
Changes in operating assets and liabilities:		
Decrease (Increase) in Assets:		
Contributions Receivable	(6,313)	(22,075)
Grant Receivable	2,200	(2,200)
Prepaid Expenses and Other	1,731	(943)
Increase(decrease) in liabilities:		
Accounts Payable and Accrued Expenses	(632)	(4,141)
Sefa Designations Payable	(9,814)	13,108
Donor Choice Designations Payable	2,963	(7,767)
Deferred Income	(100)	3,000
Net Cash Provided (Used) by Operating Activities	(103,215)	(93,788)
Cash Flows from Investing Activities		
Purchase/Sale	1,844	(1,844)
Net Cash Provided (Used) by Investing Activities	1,844	(1,844)
Net increase (Decrease) in Cash and Cash Equivalents	(101,371)	(95,632)
Cash and Cash Equivalents - Beginning of Year	331,778	427,410
Cash and Cash Equivalents - End of Year	\$ 230,407	\$ 331,778
Supplemental Disclosures of Cash Flow Information		
Cash paid during the year for interest:		
Income Taxes	\$ -	\$ -
Supplemental information of Non-cash items:		
Donated revenue/ expenses	\$ 333,750	\$ 233,287

See Accompanying Notes to Financial Statements

UNITED WAY OF ROCKLAND COUNTY, INC.
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2019

NOTE 1 ORGANIZATION AND NATURE OF ACTIVITIES

The United Way of Rockland County, Inc. ("UWRC"), organized in 1964, is a tax-exempt, nonprofit organization that administers an annual fund-raising campaign in Rockland County, NY and uses those funds to support a variety of human service programs in Rockland County. The UWRC is governed by a board of volunteers.

The UWRC brings people and resources together in a countywide effort to help local health and human services non-profit organizations provide effective, result oriented programs. In addition to conducting workplace and individual campaigns to raise monetary and gift in kind donations, the UWRC mobilizes hundreds of volunteers to participate in community service, supports 2-1-1, a free information and referral service to the public, provides technical advice regarding outcome measurement and non-profit best practices, facilitates disaster relief with other non-profit agencies and fosters collaboration throughout the non-profit community.

The UWRC relies on the generosity of individual, foundation, and corporate donors to support operating costs as well as annual funding for Community Impact initiatives. The majority of revenue is generated through contributions.

NON-DISCRIMINATION STATEMENT

The UWRC provides services and gifts in kind to all Health and Human Services not-for-profit organizations throughout Rockland County without regard to race, color, creed, religion, national origin, sex, marital status, disability, sexual orientation or citizenship status.

NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

BASIS OF ACCOUNTING

The UWRC prepares its financial statements using the accrual basis of accounting. The UWRC follows accounting principles generally accepted in the United States of America ("U.S. GAAP") which include certain specialized requirements set forth in publications of the Financial Accounting Standards Board.

NET ASSETS WITHOUT DONOR RESTRICTIONS

Net assets without donor restrictions are available for use at the discretion of the board of trustees (the Board) and/or management for general operating purposes. From time to time the Board designates a portion of these net assets for specific purposes which makes them unavailable for use at management's discretion. For example, the Board has designated a portion of net assets without donor restrictions as a quasi-endowment (an amount to be treated by management as if it were part of the donor restricted endowment) for the purpose of securing the UWRC's long-term financial viability.

NET ASSETS WITH DONOR RESTRICTIONS

Net assets with donor restrictions consist of assets whose use is limited by donor-imposed, time and/or purpose restrictions. The UWRC's reports gifts of cash and other assets as revenue with donor restrictions 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 end or purpose restriction ends or purpose restriction is accomplished, the net assets are reclassified as net assets without donor restriction and reported in the consolidated statements of activities as net assets released from restrictions. Some net assets with donor restrictions include a stipulation that assets provided be maintained permanently (perpetual in nature) while permitting the UWRC's to expend the income

UNITED WAY OF ROCKLAND COUNTY, INC.
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2019

NET ASSETS WITH DONOR RESTRICTIONS (CONT'D)

generated by the assets in accordance with the provisions of additional donor-imposed stipulations or Board approved spending policy.

DONATED PROPERTY AND SERVICES

Donated goods are recorded at their fair value on the date of receipt. Donated services are reported as contributions when the services create or enhance nonfinancial assets that would be purchased if they had not been provided by contributions, require specialized skills and are provided by individuals possessing those skills.

CASH AND CASH EQUIVALENTS

The UWRC considers all unrestricted, highly liquid investments to be cash equivalents.

USE OF ESTIMATES

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

EXPENSE ALLOCATION

The UWRC allocates its expenses on a functional basis among its various programs and supporting services. Expenses which can be identified with a specific program or supporting activity are charged directly to that activity. Other expenses that are common to several functions are allocated among the program and supporting services based on time study and space square footage.

CONTRIBUTIONS

Contributions received are recorded as with or without donor restrictions.

CONTRIBUTIONS RECEIVABLE

Contributions, which include unconditional promises to give, are recognized as revenue in the year received. Unconditional promises to give that are expected to be collected within one year are recorded at net realizable value. 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.

The discounts on those amounts are computed using interest rates applicable to the years in which the promises are received.

Amortization of the discounts is included in contribution revenue. Conditional promises to give are not included as support until the conditions are substantially met.

An annual fund-raising campaign is conducted throughout the fiscal year to obtain donations and pledges to fund the subsequent year's program allocations and other operations. Accordingly, a receivable is recorded at year-end for outstanding campaign pledges with an allowance for amounts estimated to be uncollectible. Substantially all of the pledges receivable at June 30, 2019 and 2018 are from corporations and individuals. The UWRC maintains reserves for potential uncollectible pledges which, in the aggregate, have not exceeded management's expectations. After two years, uncollected campaign pledges are written off.

UNITED WAY OF ROCKLAND COUNTY, INC.
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2019

CONTRIBUTIONS RECEIVABLE (CONT'D)

Donor designated pledges are accounted for as a liability until dispensed to the designated agency. Those amounts are not accounted for as revenue by the UWRC but are reported as part of Campaign Results from which the amounts are then deducted to arrive at Campaign Revenue.

COMPARATIVE FINANCIAL INFORMATION

The 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 the UWRC's financial statements for the year ended Jun 30, 2018 from which the summarized information was derived.

PROPERTY AND EQUIPMENT

Property, plant and equipment are recorded at cost if purchased or the fair market value at date of contribution. Assets with a cost of \$1,000 or greater are capitalized. Depreciation of the organization's assets is calculated on the straight-line basis over the estimated useful lives of the assets.

INCOME TAX STATUS

The Organization is exempt from federal income tax under Section 501(c) (3) of the Internal Revenue Code. However, income from certain activities not directly related to the Organization's tax-exempt purpose is subject to taxation as unrelated business income. In addition, the Organization qualifies for the charitable contribution deductions under Section 170(b)(1)(A) and has been classified as an organization other than a private foundation under Section 509(a)(2).

The UWRC recognizes the tax benefit associated with tax positions taken for tax return purposes when it is more likely than not the position will be sustained upon examination by a taxing authority. The Agency does not believe they have taken any material uncertain tax positions and accordingly, they have not recorded any liability for unrecognized tax benefits.

INVESTMENTS

Investments in marketable securities with readily determinable fair values and all investments in debt securities are valued at their fair values in the statement of financial position. Unrealized gains and losses are included in the change in net assets.

COMMUNITY IMPACT GRANTS

Grants are recorded when the recipient organizations have met the conditions required for payment.

FAIR VALUE MEASUREMENTS

Fair value measurements are based on the price that would be received to sell an asset or paid to transfer liability in an orderly transaction between market participants at the measurement date.

UNITED WAY OF ROCKLAND COUNTY, INC.
 NOTES TO FINANCIAL STATEMENTS
 JUNE 30, 2019

NOTE 3 LIQUIDITY AND AVAILABILITY OF RESOURCES

The UWRC reviews its liquidity monthly. In the event of an unanticipated liquidity need, the UWRC has a line of credit in the amount of \$100,000.

The UWRC's financial assets available within one year of the statements of financial position date for general expenditure are as follows:

Jun 30, 2019

Cash and Cash Equivalents	\$230,407
Contributions Receivable	128,615
Total Financial Assets	<u>359,022</u>
Less:	
Donor-Imposed Restrictions	(48,106)
SEFA Designation	(36,364)
Net Financial Assets after Donor-Imposed Restrictions	<u>274,552</u>

NOTE 4 COMMUNITY IMPACT PROGRAMS

The UWRC is dedicated to building a strong Rockland Community through the Community Impact Program. The UWRC works to advance the common good in the areas of Education, Financial Stability, and Health. Our belief is that all people deserve a quality education, enough money to support a family and good health. The United Way brings together a social network of not-for-profit, corporate and government partners to implement initiatives in these focus areas.

The following programs and supporting services are included in the accompanying financial statements:

COMMUNITY IMPACT GRANTS

Community Impact Grants provide critical funding to organizations that provide health and human service programs administered throughout Rockland County. Resources for the Community Impact Grants are primarily derived from private donations solicited through workplace campaigns, corporate sponsorships or individuals who give online, donate through a direct mail solicitation or give through stock donations.

Additionally, the UWRC provides donors the opportunity to designate gifts to particular organizations. The amount of a Community Impact Grant will not be affected by donor choice designations.

This past year, Community Impact volunteers spent over 80 hours measuring each recipient program's impact on Rockland County as well as ensuring that every dollar is spent appropriately.

GIFTS IN-KIND PROGRAM

The UWRC facilitates donations from corporations and individuals to any local non-profit organization recognized by the Internal Revenue Service that is located in Rockland County. Items disseminated through the Gifts In-Kind Program include technical equipment, furniture, clothing, toiletries, recreational items, medical equipment, books and food.

UNITED WAY OF ROCKLAND COUNTY, INC.
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2019

NOTE 4 COMMUNITY IMPACT PROGRAMS (CONT'D)

FALL DAY OF CARING

The UWRC organizes the "Fall Day of Caring", one of the largest days of community service in the area. This event is held each fall to encourage community members and area businesses to partner with local non-profit organizations to complete community service projects. Many companies use this event to reward and educate their employees by giving them this day to volunteer and see the difference they can make in the community. At a special kick-off breakfast, the UWRC recognizes the volunteers who complete the projects, the participating and sponsoring companies, and the non-profit organizations. This breakfast rally is also used to educate the participants on the extensive impact they can have in just one day, to give more exposure to the UWRC's mission, to identify unmet needs in the community and to serve as a way for the participating non-profit agencies to highlight their services. Many of the Day of Caring participants continue to volunteer at local non-profit agencies as a result of this event.

SPRING DAY OF CARING

The UWRC organizes the "Spring Day of Caring", one of the largest days of community service in the area. This event is held each spring to encourage businesses and mobilize college and high school students to participate in community service projects at local non-profits

The UWRC recognizes that volunteering is the best way for tomorrow's leaders to understand and respond to the needs of the community. This was the ideal opportunity for them to see firsthand the difference they can make. The event kicked off with a luncheon at which time volunteers and sponsors were recognized and thanked for their efforts. The UWRC mission of encouraging the community to Give, Advocate, or Volunteer was highlighted.

2-1-1

In collaboration with all of the United Way organizations in the Hudson Valley Region, the UWRC provides the community with a regional calling center that administers a free Information and Referral telephone service utilizing the numbers 2- 1-1. This free, confidential and multi-lingual service is now available to every person living or working in Rockland, 24 hours a day, 7 days a week, 365 days a year. A 2-1-1 website can also be accessed at www.hudson211.org. The UWRC is responsible for maintaining the Rockland portion of the 2-1-1 database.

The 2-1-1 call center and website includes health and human services information for all of the Hudson Valley Region and makes the critical connection between individuals and families in need and the appropriate community-based organizations and government agencies. By making services easier to access, 2-1-1 encourages prevention and fosters self-sufficiency.

ROCKLAND COUNTY VOLUNTARY ORGANIZATIONS ACTIVE IN DISASTER

At the request of the County Executive and in partnership with the County of Rockland and the Office of Emergency Services, the United Way of Rockland has entered into an MOU with the County of Rockland to actively coordinate and maintain the establishment of the Rockland County Voluntary Organizations Active in Disaster (RCVOAD). The RCVOAD is a coalition of organizations that will collaboratively plan, coordinate and implement disaster preparedness and response, as well as identify and respond to the unmet needs of people impacted by disasters in Rockland County. It is a network for organizations active in disaster. Each RCVOAD member organization will maintain its own identity and independence while closely collaborating, cooperating, communicating and coordinating with other member organizations. The RCVOAD is the community counterpart to the National Voluntary Organizations Active in Disaster (NVOAD).

UNITED WAY OF ROCKLAND COUNTY, INC.
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2019

NOTE 4 COMMUNITY IMPACT PROGRAMS (CONT'D)

EFSP - EMERGENCY FOOD SHELTER PROGRAM

The UWRC has been designated as the official administrator for Emergency Food and Shelter Program ("EFSP") grants for almost two decades. The UWRC convenes a special EFSP allocations committee, monitors grant compliance and continually reports back to EFSP throughout the year. These dollars are disseminated directly by EFSP to local non-profit agencies to provide emergency food and shelter to Rockland County residents. Although the UWRC administers this program, the related revenue and expenses are not included in the Statement of Activities.

CREATING ASSETS, SAVINGS AND HOPE PROGRAM (CASH)

Coordinated by the UWRC in partnership with AARP, CASH is a free tax preparation and financial/benefit assistance program provided and promoted by local organizations. The free tax preparation is conducted by AARP Tax-Aide certified volunteers to all taxpayers with middle and low incomes, including those who qualify for the Earned Income Tax Credit (EITC). The United Way volunteers provide a community resource guide to clients on programs and services offered in the County as well as information on money management and financial planning.

YOUTH UNITED WAY

The first Youth United Way Club began at Clarkstown South High School in 2014. Since then, clubs have launched at Tappan Zee, Nanuet and Albertus High Schools. The purpose of these clubs is to raise awareness and spread the word about the importance of helping the less fortunate through the United Way. The clubs organize programs and events to benefit both the community and the school. The goal is to have a Youth United Way in every high school in Rockland County.

NOTE 5 AFFILIATION AND LICENSING

The UWRC is a member in good standing with the United Way of New York State and the United Way Worldwide ("UWW"). A percentage of revenues is remitted as dues to these agencies.

UNITED WAY OF ROCKLAND COUNTY, INC.
 NOTES TO FINANCIAL STATEMENTS
 JUNE 30, 2019

NOTE 6 CONTRIBUTIONS RECEIVABLE

Contributions receivable consist of the following as of June 30:

	2019	2018
Unconditional promises to be collected in less than one year	\$ 145,131	\$ 133,970
Less: Allowance for estimated uncollectible amounts	(16,516)	(11,668)
	\$128,615	\$122,302

The allowance for uncollectible amounts is computed based upon past experience, as well as estimates by management of current economic factors, applied to individual campaigns, including donor designations.

NOTE 7 PROPERTY AND EQUIPMENT

	2019	2018
Furniture and Equipment	\$ 55,651	\$ 55,651
Other Assets	5,000	5,000
	60,651	60,651
Less: Accumulated Depreciation and Amortization	(60,651)	(60,651)
	\$ -	\$ -

NOTE 9 RESTRICTED NET ASSETS

Restricted net assets are available for the following purposes as of June 30, 2019:

	Beginning Balance	Additions	Other	Net Assets Released	Ending Balance
UWRC Volunteer Award	\$ 8,636	\$ -	\$ -	\$ (35)	\$ 8,601
RC Disaster Relief Fund	1,953	1,958	-	(3,411)	500
Gift Annuity	5,953	3,477	-	-	9,430
Healthy Haverstraw	2,200	24,750	-	(26,950)	-
Laps of Literacy	7,220	6,056	-	(13,276)	2
Key Bank Literacy	-	5,000	-	(5,000)	-
	\$ 25,962	\$ 41,243	\$ -	\$ (48,672)	\$ 18,533

UNITED WAY OF ROCKLAND COUNTY, INC.
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2019

NOTE 10 SEFA

The State Employee Federated Appeal (SEFA) campaign is administered by the UWRC to provide New York State employees the ability to donate to a federation of non-profit agencies in accordance with Section 335 of the General Services Law. As part of its responsibility to run this campaign, the UWRC convenes a local SEFA committee and conducts this campaign separately from its own campaign.

The total amount of funds raised from this campaign is included in gross campaign results on the statement of activities. However, it is then deducted and not included in contribution revenue. The balance of SEFA funds held by the UWRC at year end is reflected in cash and SEFA designations payable on the statement of financial position.

NOTE 11 SERVICE FEE REVENUE

A 10% processing fee to the maximum amount of \$5,000 will be applied to other United Way donor designations as approved by United Way Worldwide Standard M procedures.

NOTE 12 GIFTS IN-KIND SUPPORT AND REVENUE

CONTRIBUTED SERVICES:

During the years ended Jun 30, 2019 and 2018 many individuals volunteered their time and performed a variety of tasks that assisted the UWRC. The UWRC has estimated it received 5,102 and 4,573 volunteer hours in 2017-2018 and 2017-2019, respectively. The UWRC has received donated services for the Fall and Spring Days of Caring, and the CASH programs valued at approximately \$79,000 and \$63,000, respectively.

The services referred to above are not reflected in the financial statements, as they do not meet the criteria for recording contributed services under accounting principles generally accepted in the United States of America (U.S. GAAP).

CONTRIBUTED PROPERTY FOR DISTRIBUTION:

Contributed property that is distributed to the community is valued and recorded as in-kind support and expenses. In-kind donated property for the year ended Jun 30, 2019 and 2018 was \$292,750 and \$190,847 respectively. The largest In-Kind property distributed is from prescription saving cards that are given out to the community, generally used by the low income or uninsured or high deductible families. The savings received by these families and individuals from regular pharmacy prices were valued at \$268,690 for June 2019.

CONTRIBUTED PROPERTY USED BY THE UWRC:

In June 30, 2019, the UWRC received property amounting to \$500 which was used in connection with the Spring and Fall Days of Caring. These items are included in other expenses in the accompanying statement of functional expenses.

CONTRIBUTED SPACE AND UTILITIES:

During the years ended Jun 30, 2019 and 2018 the UWRC occupies space donated by M&T Bank which has been recorded as in-kind support and expense. The value of this contribution is \$41,000 and \$41,000. In addition, other space valued at \$1,438 in 2018 and \$1,438 in 2018 respectively, was used for program activities.

The total amount of gifts in kind for the year ended Jun 30, 2019 and 2018 consists of the following:

UNITED WAY OF ROCKLAND COUNTY, INC.
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 JUNE 30, 2019

NOTE 12 GIFTS IN-KIND SUPPORT AND REVENUE (CONT'D)

In-Kind Rent	2019	2018
M&T Bank	41,000	41,002
Other	1,900	1,438
	<u>42,900</u>	<u>42,440</u>
Gifts In-Kind Distributions	292,750	190,847
	<u>\$ 335,650</u>	<u>\$ 233,287</u>

NOTE 13 PENSION PLAN

The UWRC has a 403 (b) defined contribution plan, covering substantially all full-time employees. Contributions to the plan were \$ 11,713 and \$15,774, respectively, for the years ended June 30, 2019 and 2018. Employees are 100% vested after one year of service.

NOTE 14 ADMINISTRATIVE AND FUND -RAISING COST RATIO

The UWRC calculates its Administrative and Fundraising Cost Ratio as determined under the *United Way of America Functional Expenses and Overhead Reporting Standards (Revised 2003)*. The following presents the UWRC's Administrative and Fund-Raising Cost Ratio for the year ended June 30:

	2019	2018
Total Public Support and Revenue as reported in the Accompanying Statement of Activities	\$ 744,952	\$ 668,744
Plus: Donor Choice and SEFA revenue	93,236	102,209
Provision for Uncollectible Amounts	4,851	6,665
EFSP grants	143,484	115,878
Total	<u>986,523</u>	<u>893,496</u>
Less: In-Kind Rent and contributed services	(42,900)	(42,440)
Adjusted Public Support and Revenue	<u>\$ 943,623</u>	<u>\$ 851,056</u>
Organizational Administration (net of In-Kind)	\$ 88,743	\$ 66,448
UWW dues	3,965	6,385
Fundraising expenses (net of In-Kind)	74,679	30,727
Total Supporting Services	<u>\$ 167,387</u>	<u>\$ 103,560</u>
Administrative and Fund Raising Cost Ratio	<u>18%</u>	<u>12%</u>

NOTE 15 GIFT ANNUITY AGREEMENTS

The UWRC is the beneficiary under a Gift Annuity Agreement Program (the "Program") administered by UWW. The Program provides for the purchase of Annuity Gift Agreements ("Agreements") which provide for the payment of distributions to the purchaser over the Agreement's term (the purchaser's lifetime). At the end of the Agreement's term, the remaining assets (the "Beneficial Interest") are

UNITED WAY OF ROCKLAND COUNTY, INC.
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NOTE 15 GIFT ANNUITY AGREEMENTS (CONT'D)

available for the UWRC's use. On an annual basis UWW revalues the projected residual value of amount of the beneficial interest based on actuarial assumptions.

NOTE 16 LINE OF CREDIT

The UWRC has a line of credit with a bank, to a maximum of \$100,000. Interest is at 4.25%. The line has no expiration date. There were no borrowings against this line of credit as of June 30, 2019.

NOTE 17 SUBSEQUENT EVENTS EVALUATION BY MANAGEMENT

Management has evaluated subsequent events for disclosure and/or recognition in the financial statements through the date that the financial statements were available to be issued, which date is January 3, 2020.

January 3, 2020

To the Board of Directors
United Way of Rockland County, Inc.
Nyack, New York 10960

Ladies and Gentlemen:

We have audited the financial statements of United Way of Rockland County, Inc. for the year ended June 30, 2019, and have issued our report thereon dated January 3, 2020. Professional standards require that we provide you with information about our responsibilities under generally accepted auditing standards, as well as certain information related to the planned scope and timing of our audit. We have communicated such information in our letter to you dated June 19, 2019. Professional standards also require that we communicate to you the following information related to our audit.

Significant Audit Findings

Qualitative Aspects of Accounting Practices

Management is responsible for the selection and use of appropriate accounting policies. The significant accounting policies used by The United Way of Rockland County, Inc. are described in Note 2 to the financial statements.

Accounting estimates are an integral part of the financial statements prepared by management and are based on management's knowledge and experience about past and current events and assumptions about future events. Certain accounting estimates are particularly sensitive because of their significance to the financial statements and because of the possibility that future events affecting them may differ significantly from those expected. Items such as market value of investments and collectible receivables are examples of these estimates.

The financial statement disclosures are neutral, consistent, and clear.

Difficulties encountered in Performing the Audit

We encountered no significant difficulties in dealing with management in performing and completing our audit.

Corrected and Uncorrected Misstatements

Professional standards require us to accumulate all misstatements identified during the audit, other than those that are clearly trivial, and communicate them to the appropriate level of management. Management has corrected all such misstatements. In addition, none of the misstatements detected as a result of audit procedures and corrected by management were material, either individually or in the aggregate, to the financial statements taken as a whole.

Disagreements with Management

For purposes of this letter, a disagreement with management is a financial accounting, reporting or auditing matter, whether or not resolved to our satisfaction that could be significant to the financial

statements or the auditor's report. We are pleased to report that no such disagreements arose during the course of our audit.

Management Representations

We have requested certain representations from management that are included in the management representation letter dated January 3, 2020.

Management Consultations with Other Independent Accountants

In some cases, management may decide to consult with other accountants about auditing and accounting matters, similar to obtaining a "second opinion" on certain situations. If a consultation involves application of an accounting principle to the Organization's financial statements or a determination of the type of auditor's opinion that may be expressed on those statements, our professional standards require the consulting accountant to check with us to determine that the consultant has all the relevant facts. To our knowledge, there were no such consultations with other accountants.

Other Audit Findings or Issues

We generally discuss a variety of matters, including the application of accounting principles and auditing standards, with management each year prior to retention as the Organization's auditors. However, these discussions occurred in the normal course of our professional relationship and our responses were not a condition to our retention.

During the course of our current year's audit, the following matters came to our attention that we believe merit your consideration:

FINDINGS AND RECOMMENDATIONS:

1. Account Receivable

During our audit, we noted that a large amount in Accounts Receivable from prior years that need to be written off. To ensure that accounts receivable amount is properly recorded, we recommend that Accounts Receivable Aging Report is reviewed regularly and allowance for questionable accounts be prepared, and items that are deemed uncollectable be written off against the allowance for bad debt.

2. Outstanding Checks

During our cash audit procedures, we noted that the outstanding check list for the M&T Operating Account at June 30, 2019 contained eight checks, four of which dated from as early as August 2018. We also found that the outstanding checklist for the M&T SEFA Account contained eleven checks, some of which were 2-3 years old. To ensure that amounts are properly recorded and to comply with state laws, we recommend that the lists of outstanding checks be reviewed regularly and either old checks be written off or reissued to the vendor or the New York State unclaimed funds.

3. Due to SEFA

The Due to UWRC account is showing a balance of \$1981.69. We recommend the SEFA account write a check for this amount to the operating account to clear this up.

4. Restricted Net Assets

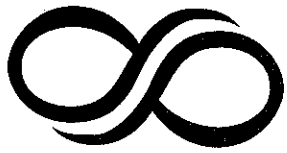
During our audit we noted that a payment from one of the restricted accounts for \$1,000 was made after year end. We recommend that a Restricted Net Assets Schedule be prepared and monitored throughout the year.

This report is intended for the information of management only and should not be released as part of the financial statements.

We were pleased to have had this opportunity to work with the staff of the United Way of Rockland County. We look forward to our continued association. Please don't hesitate to contact us with any comments or questions.

Berard & Associates CPA's P.C.

Sincerely,
Berard & Associates, CPA's P.C.
Suffern, New York 10901



Berard & Associates CPA'S P.C.
Certified Public Accountants

To the Board of Directors
United Way of Rockland
135 Main St,
Nyack, NY 10960

In planning and performing our audit of the financial statements of the United Way of Rockland as of and for the year ended June 30, 2019, in accordance with auditing standards generally accepted in the United States of America, we considered the United Way's internal control over financial reporting (internal control) as a basis for designing audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Organization's internal control. Accordingly, we do not express an opinion on the effectiveness of the Organization's internal control.

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A material weakness is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the organization's financial statements will not be prevented, or detected and corrected, on a timely basis.

Our consideration of internal control was for the limited purpose described in the first paragraph and was not designed to identify all deficiencies in internal control that might be material weaknesses. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

This communication is intended solely for the information and use of management, the Board of Directors and others within the organization, and is not intended to be, and should not be, used by anyone other than these specified parties.

Berard & Associates CPA's P.C.

Berard & Associates, CPA's P.C.
Suffern, NY
January 3, 2020