



UNITED WAY OF BERKS COUNTY, INC.

FINANCIAL STATEMENTS

Years Ended December 31, 2021 and 2020

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INDEPENDENT AUDITOR'S REPORT

**To the Board of Directors
United Way of Berks County, Inc.
Reading, Pennsylvania**

Opinion

We have audited the accompanying financial statements of United Way of Berks County, Inc. (a nonprofit organization), which comprise the statements of financial position as of December 31, 2021 and 2020, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of United Way of Berks County, Inc. as of December 31, 2021 and 2020, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to the financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of United Way of Berks County, Inc. and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of 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 United Way of Berks County, Inc.'s ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards and *Government Auditing Standards* 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 generally accepted auditing standards and *Government Auditing Standards*, 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 United Way of Berks County, Inc.'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 United Way of Berks County, Inc.'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.

Other Reporting Required by *Government Auditing Standards*

In accordance with *Government Auditing Standards*, we have also issued our report dated May 9, 2022, on our consideration of United Way of Berks County, Inc.'s internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, grant agreements, and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of United Way of Berks County, Inc.'s internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering United Way of Berks County, Inc.'s internal control over financial reporting and compliance.

Herbein + Company, Inc.

Reading, Pennsylvania
May 9, 2022

UNITED WAY OF BERKS COUNTY, INC.

STATEMENTS OF FINANCIAL POSITION

December 31

	2021	2020
ASSETS		
Cash	\$ 7,191,078	\$ 10,866,457
Certificates of deposit	676,504	676,504
Receivables:		
Pledges receivable, less allowance for uncollectible pledges (2021 - \$907,892; 2020 - \$1,381,917)	5,702,159	6,239,600
Other	21,941	5,026,994
Prepaid expenses	31,035	15,294
Long-term investments, at market	22,278,811	12,280,545
Beneficial interest in perpetual trusts, at market	1,039,701	972,483
Beneficial interest in life insurance policy	26,403	25,314
Leasehold improvements, furniture, fixtures, and equipment, net	526,102	18,887
	<u>\$ 37,493,734</u>	<u>\$ 36,122,078</u>
	TOTAL ASSETS	
LIABILITIES		
Accounts payable and accrued expenses	\$ 1,311,680	\$ 436,749
Due to other United Way agencies	304,994	333,648
Due to affiliated agencies	805,018	878,285
Deferred revenue	36,116	65,917
Paycheck Protection Program loan	-	422,411
	<u>2,457,808</u>	<u>2,137,010</u>
	TOTAL LIABILITIES	
NET ASSETS		
Without donor restrictions:		
Undesignated, available for general activities	12,513,668	13,226,575
Board-designated endowment, at market	2,241,971	2,069,088
Total without donor restrictions	<u>14,755,639</u>	<u>15,295,663</u>
With donor restrictions:		
Time and purpose restrictions	11,641,974	10,681,762
Perpetuity - endowment	7,598,612	7,035,160
Perpetuity - beneficial interest in trust	1,039,701	972,483
Total with donor restrictions	<u>20,280,287</u>	<u>18,689,405</u>
	<u>35,035,926</u>	<u>33,985,068</u>
	TOTAL NET ASSETS	
	<u>\$ 37,493,734</u>	<u>\$ 36,122,078</u>
	TOTAL LIABILITIES AND NET ASSETS	

See accompanying notes.

UNITED WAY OF BERKS COUNTY, INC.

STATEMENTS OF ACTIVITIES

	Year Ended December 31, 2021		Year Ended December 31, 2020		Year Ended December 31,	
	Without	With	Without	With	2021	2020
	Donor	Donor	Donor	Donor	Totals	Totals
	Restrictions	Restrictions	Restrictions	Restrictions		
PUBLIC SUPPORT AND OTHER REVENUE						
Campaign contributions applicable to current period:						
Contributions received - current period	\$ 600,379	\$ -	\$ 779,766	\$ -	\$ 600,379	\$ 779,766
Less: donor designations	(88,759)	-	(66,327)	-	(88,759)	(66,327)
Less: allowance for uncollectible pledges	84,681	-	(375,000)	-	84,681	(375,000)
Less: amounts not available for operations	(154,375)	-	(378,271)	-	(154,375)	(378,271)
Contributions received in prior periods and now released from restriction	10,220,238	(10,220,238)	10,311,936	(10,311,936)	-	-
Less: donor designations	(1,085,229)	1,085,229	(1,598,352)	1,598,352	-	-
Less: allowance for uncollectible pledges	(574,630)	574,630	(424,256)	424,256	-	-
Less: amounts not available for operations	(129,503)	129,503	(44,068)	44,068	-	-
Total campaign contributions applicable to current period	8,872,802	(8,430,876)	8,205,428	(8,245,260)	441,926	(39,832)
Campaign contributions received for next allocation period:						
Contributions received - current period	-	10,271,633	-	10,084,186	10,271,633	10,084,186
Less: donor designations	-	(1,020,877)	-	(1,085,229)	(1,020,877)	(1,085,229)
Less: allowance for uncollectible pledges	-	(425,545)	-	(574,630)	(425,545)	(574,630)
Less: amounts not available for operations	-	(2,694)	-	(129,503)	(2,694)	(129,503)
Total campaign contributions for next allocation period	-	8,822,517	-	8,294,824	8,822,517	8,294,824
Campaign contributions received for future years						
Donor designations from other United Way agencies	104,898	-	124,435	-	104,898	124,435
Prior year campaign contributions	306,459	-	106,582	-	306,459	106,582
Total campaign related revenue	9,284,159	1,252,106	8,436,445	107,864	10,536,265	8,544,309
Grants, governmental agencies						
COVID-19 contributions	58,274	-	65,100	-	58,274	65,100
Other contributions	-	26,503	-	1,078,226	26,503	1,078,226
Donated materials and services	13,796	335,956	10,029,124	557,707	349,752	10,586,831
	123,899	-	77,288	-	123,899	77,288
Total public support	9,480,128	1,614,565	18,607,957	1,743,797	11,094,693	20,351,754
Other revenue:						
Investment return, net	712,222	(18,363)	124,224	282,748	693,859	406,972
Endowment investment return, net	247,899	838,808	290,978	979,463	1,086,707	1,270,441
Transfers	114,761	(231,097)	112,667	(223,652)	(116,336)	(110,985)
Other income	91,699	-	57,533	-	91,699	57,533
Unrealized gain on beneficial interest	-	67,218	-	56,102	67,218	56,102
Paycheck Protection Program loan forgiveness	422,411	-	-	-	422,411	-
Other net assets released from restriction	680,249	(680,249)	1,196,417	(1,196,417)	-	-
Total other revenue	2,269,241	(23,683)	1,781,819	(101,756)	2,245,558	1,680,063
TOTAL PUBLIC SUPPORT AND OTHER REVENUE	11,749,369	1,590,882	20,389,776	1,642,041	13,340,251	22,031,817

See accompanying notes.

UNITED WAY OF BERKS COUNTY, INC.

STATEMENTS OF ACTIVITIES - CONTINUED

	Year Ended December 31, 2021		Year Ended December 31, 2020		Year Ended December 31,	
	Without Donor Restrictions	With Donor Restrictions	Without Donor Restrictions	With Donor Restrictions	2021 Totals	2020 Totals
ALLOCATIONS AND EXPENSES						
PROGRAM SERVICES						
Allocations and expenses:						
Gross funds distributed for services	9,802,563	-	8,133,883	-	9,802,563	8,133,883
Less: donor designations	(958,192)	-	(1,422,604)	-	(958,192)	(1,422,604)
Net funds distributed for services	8,844,371	-	6,711,279	-	8,844,371	6,711,279
Community impact, including donated materials and services (2021 - \$93,330; 2020 - \$50,948)	1,290,327	-	1,065,894	-	1,290,327	1,065,894
TOTAL PROGRAM SERVICES	10,134,698	-	7,777,173	-	10,134,698	7,777,173
SUPPORTING SERVICES						
Fundraising and resource development, including donated materials and services (2021 - \$25,026; 2020 - \$23,992)	1,396,469	-	1,368,428	-	1,396,469	1,368,428
Administration, including donated materials and services (2021 - \$5,544; 2020 - \$2,348)	758,226	-	703,226	-	758,226	703,226
TOTAL SUPPORTING SERVICES	2,154,695	-	2,071,654	-	2,154,695	2,071,654
TOTAL ALLOCATIONS AND EXPENSES	12,289,393	-	9,848,827	-	12,289,393	9,848,827
INCREASE (DECREASE) IN NET ASSETS	(540,024)	1,590,882	10,540,949	1,642,041	1,050,858	12,182,990
NET ASSETS AT BEGINNING OF YEAR	15,295,663	18,689,405	4,754,714	17,047,364	33,985,068	21,802,078
NET ASSETS AT END OF YEAR	<u>\$ 14,755,639</u>	<u>\$ 20,280,287</u>	<u>\$ 15,295,663</u>	<u>\$ 18,689,405</u>	<u>\$ 35,035,926</u>	<u>\$ 33,985,068</u>

See accompanying notes.

UNITED WAY OF BERKS COUNTY, INC.

STATEMENT OF FUNCTIONAL EXPENSES

Year Ended December 31, 2021

	Program Services	Support Services			Totals
	Community Impact	Resource Development	Administration	Total Support Services	
Gross funds distributed for services	\$ 9,802,563	\$ -	\$ -	\$ -	\$ 9,802,563
Less: donor designations	(958,192)	-	-	-	(958,192)
Net allocations to services	8,844,371	-	-	-	8,844,371
Salaries	666,556	702,402	428,927	1,131,329	1,797,885
Employee benefits	115,940	160,440	87,746	248,186	364,126
Payroll taxes	52,452	53,988	32,902	86,890	139,342
Total salaries and related expenses	834,948	916,830	549,575	1,466,405	2,301,353
Contract services	146,179	102,899	63,973	166,872	313,051
Supplies	34,721	2,904	3,064	5,968	40,689
Telephone	4,977	5,736	3,553	9,289	14,266
Postage	349	6,650	1,382	8,032	8,381
Occupancy	55,066	63,200	39,099	102,299	157,365
Rent, purchase, and maintenance of equipment	8,510	20,150	10,811	30,961	39,471
Printing and promotion	9,959	116,032	5,320	121,352	131,311
Travel and conferences	7,988	9,898	5,095	14,993	22,981
Insurance	6,668	7,660	4,721	12,381	19,049
United Way sponsored meetings	8,318	4,719	1,026	5,745	14,063
United Way Worldwide and United Way of Pennsylvania dues	68,748	79,735	49,126	128,861	197,609
Donated materials and services	93,330	25,026	5,544	30,570	123,900
Depreciation	5,261	3,810	3,661	7,471	12,732
Miscellaneous expenses	5,305	31,220	12,276	43,496	48,801
TOTAL EXPENSES	\$ 10,134,698	\$ 1,396,469	\$ 758,226	\$ 2,154,695	\$ 12,289,393

See accompanying notes.

UNITED WAY OF BERKS COUNTY, INC.

STATEMENT OF FUNCTIONAL EXPENSES

Year Ended December 31, 2020

	Program Services	Support Services		Totals	
	Community Impact	Resource Development	Administration		Total Support Services
Gross funds distributed for services	\$ 8,133,883	\$ -	\$ -	\$ -	\$ 8,133,883
Less: donor designations	(1,422,604)	-	-	-	(1,422,604)
Net allocations to services	6,711,279	-	-	-	6,711,279
Salaries	566,477	766,608	416,979	1,183,587	1,750,064
Employee benefits	95,084	163,597	79,224	242,821	337,905
Payroll taxes	41,500	55,565	30,355	85,920	127,420
Total salaries and related expenses	703,061	985,770	526,558	1,512,328	2,215,389
Contract services	98,363	66,750	38,747	105,497	203,860
Supplies	72,167	2,771	1,087	3,858	76,025
Telephone	3,592	4,471	2,585	7,056	10,648
Postage	335	4,834	1,866	6,700	7,035
Occupancy	48,818	62,195	36,008	98,203	147,021
Rent, purchase, and maintenance of equipment	8,839	17,882	11,401	29,283	38,122
Printing and promotion	588	72,891	202	73,093	73,681
Travel and conferences	1,036	3,053	668	3,721	4,757
Insurance	6,061	7,459	4,312	11,771	17,832
United Way sponsored meetings	7,190	6,729	337	7,066	14,256
United Way Worldwide and United Way of Pennsylvania dues	56,076	69,010	39,891	108,901	164,977
Donated materials and services	50,948	23,992	2,348	26,340	77,288
Depreciation	6,647	8,498	6,037	14,535	21,182
Miscellaneous expenses	2,173	32,123	31,179	63,302	65,475
TOTAL EXPENSES	\$ 7,777,173	\$ 1,368,428	\$ 703,226	\$ 2,071,654	\$ 9,848,827

See accompanying notes.

UNITED WAY OF BERKS COUNTY, INC.

STATEMENTS OF CASH FLOWS

	Year Ended December 31	
	2021	2020
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	\$ 1,050,858	\$ 12,182,990
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation	12,732	21,182
Loss on disposal of assets	863	-
Gain on sale of investments	(235,401)	(65,832)
Unrealized gain on investments	(183,361)	(1,289,799)
Unrealized gain on beneficial interest in perpetual trust	(67,218)	(56,102)
Contribution of beneficial interest in insurance policy	(1,089)	(1,045)
Contributions restricted for endowment funds	(1,091)	(65,740)
Paycheck Protection Program loan forgiveness	(422,411)	-
Changes in:		
Pledges receivable	537,441	1,988,726
Other receivables	5,005,053	(5,018,023)
Prepaid expenses	(15,741)	21,700
Accounts payable and accrued expenses	646,569	69,232
Due to other United Way agencies	(28,654)	3,422
Due to affiliated agencies	(73,267)	(466,803)
Deferred revenue	(29,801)	65,917
	<u>6,195,482</u>	<u>7,389,825</u>
NET CASH PROVIDED BY OPERATING ACTIVITIES	6,195,482	7,389,825
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchase of equipment	(292,448)	(17,629)
Proceeds from sale of investments	12,224,719	2,403,202
Purchase of investments	(21,804,223)	(2,161,591)
	<u>(9,871,952)</u>	<u>223,982</u>
NET CASH PROVIDED (USED) BY INVESTING ACTIVITIES	(9,871,952)	223,982
CASH FLOWS FROM FINANCING ACTIVITIES		
Contributions restricted for endowment funds	1,091	65,740
Proceeds from Paycheck Protection Program loan	-	422,411
	<u>1,091</u>	<u>488,151</u>
NET CASH PROVIDED BY FINANCING ACTIVITIES	1,091	488,151
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	(3,675,379)	8,101,958
CASH AND CASH EQUIVALENTS AT BEGINNING OF YEAR	11,542,961	3,441,003
CASH AND CASH EQUIVALENTS AT END OF YEAR	<u>\$ 7,867,582</u>	<u>\$ 11,542,961</u>
RECONCILIATION OF CASH AT END OF YEAR		
Cash and cash equivalents	\$ 7,191,078	\$ 10,866,457
Certificates of deposit	676,504	676,504
	<u>\$ 7,867,582</u>	<u>\$ 11,542,961</u>
CASH AND CASH EQUIVALENTS	<u>\$ 7,867,582</u>	<u>\$ 11,542,961</u>
SUPPLEMENTAL DISCLOSURE OF NONCASH FINANCING ACTIVITIES		
Paycheck Protection Program loan forgiveness	\$ 422,411	\$ -

See accompanying notes.

UNITED WAY OF BERKS COUNTY, INC.

NOTES TO FINANCIAL STATEMENTS

December 31, 2021 and 2020

United Way of Berks County, Inc. (the "Organization") is a Pennsylvania non-profit organization whose mission is to improve lives by inspiring collaborations, volunteerism, and financial support to build a stronger community. Founded in 1925, the Organization has addressed Berks County's most important health and human services needs for more than 90 years.

United Way of Berks County, Inc. develops and supports health and human service programs that address our community's most pressing needs through four focus areas of Education, Financial Stability, Health, and Safety Net Services. The Organization partners with Berks County leaders, businesses, educational communities, government and faith-based supporters, non-profit organizations, volunteers, and donors to develop innovative solutions that address our community's immediate needs as well as long-term community solutions. By coming together around common objectives, we create lasting systemic change that transforms lives and builds a stronger community for us all to live, work, and raise our families.

Through an annual fundraising campaign conducted primarily by volunteers, the United Way of Berks County, Inc. raises money from individuals, workplace campaigns, corporate giving, and foundation grants to make services provided by the Organization and by other area partners and not-for-profit health and human service organizations possible. United Way of Berks County, Inc.'s annual fundraising campaign generates revenues to support programs and services in the local community in the subsequent calendar year. United Way of Berks County, Inc.'s fundraising efforts also include special efforts to respond to emerging issues and strategic initiatives as well as the development of endowment resources.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Accounting

The financial statements of the Organization have been prepared on the accrual basis of accounting in accordance with accounting standards generally accepted in the United States of America (U.S. GAAP).

Cash

At year end and at various times during the year, the Organization had cash balances in excess of the federally insured limit in its primary operating bank account. For purposes of the statement of cash flows, the Organization considers all highly-liquid investments with a maturity of three months or less to be cash equivalents.

Certificates of Deposit

The Organization purchases certificates of deposit with its excess operating funds. While some certificates of deposit are purchased at local banks, the majority of the funds are invested through a local bank, on a reciprocal basis, through the Certificate of Deposit Account Registry Service. This program allows the Organization to invest in multiple banks, at competitive rates, so that all the excess funds invested through this program are FDIC insured. The Organization maintains a certificate of deposit ladder with most certificates maturing on a three-year basis.

UNITED WAY OF BERKS COUNTY, INC.

NOTES TO FINANCIAL STATEMENTS

December 31, 2021 and 2020

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - CONTINUED

Promises to Give/Pledges Receivable and Other Receivables

Unconditional promises to give are recognized as revenues and assets in the period received. Conditional promises to give are recognized only when the conditions on which they depend are substantially met and the promises become unconditional.

Allowance for Uncollectible Pledges and Other Receivables

The Organization uses the allowance method to determine uncollectible unconditional monies receivable. The allowance is computed based on a four-year historical average adjusted by management's estimates of current economic factors applied to gross campaign estimates.

Investments

Investments in equity securities with readily determinable fair values and investments in debt securities are measured at fair value in the statement of financial position. Investment income or loss, including gains and losses of investments, interest and dividends, and investment fees are included in the statement of activities as increases or decreases in net assets without donor restrictions unless the income or loss is restricted by donor or law.

Investments are exposed to various risks such as interest rate, credit, and overall market volatility. Due to the level of risk associated with certain investment securities, it is reasonably possible that changes in the fair value of investments will occur in the near-term and that such changes could materially affect the amounts reported in the statement of financial position.

Leasehold Improvements, Furniture, Fixtures, and Equipment

Purchases of new leasehold improvements, furniture, fixtures, and equipment are recorded at cost. The Organization's policy is to capitalize any assets in excess of \$500 with an estimated useful life of more than one year. Donations of new furniture, fixtures, and equipment are recorded as support at their estimated fair value. Such donations are reported as unrestricted support unless the donor has restricted the donated asset for a specific purpose. Assets donated with explicit restrictions regarding their use and conditional contributions of cash that must be used to acquire furniture, fixtures, and equipment are reported as donor restricted support. Absent donor stipulations regarding how long those donated assets must be maintained, the Organization reports expirations of donor restrictions when the donated or acquired assets are placed in service as instructed by the donor. The Organization reclassifies donor restricted net assets to net assets without donor restrictions at that time. Leasehold improvements, furniture, fixtures, and equipment are depreciated using the straight-line method over their estimated useful lives as follows:

Leasehold improvements	7 years (or estimated life of lease)
Furniture and fixtures	5 years
Equipment	3 years

UNITED WAY OF BERKS COUNTY, INC.

NOTES TO FINANCIAL STATEMENTS

December 31, 2021 and 2020

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - CONTINUED

Leasehold Improvements, Furniture, Fixtures, and Equipment - continued

Maintenance and repairs of property and equipment are charged to operations and major improvements are capitalized. Upon retirement, sale, or other disposition of leasehold improvements, furniture, fixtures, and equipment, the cost and accumulated depreciation are eliminated from the accounts and a gain or loss is recorded.

Net Assets

The Organization is required to report information regarding its financial position and activities according to two net asset classes:

- *Net Assets Without Donor Restrictions* are available for use at the discretion of the Board and/or management for general operating purposes. From time to time the Board may designate a portion of these net assets for specific purposes which makes them unavailable for use at management's discretion.

See Note 7 for more information on the composition of net assets without donor restrictions.

- *Net Assets With Donor Restrictions* consist of assets whose use is limited by donor-imposed, time and/or purpose restrictions.

The Organization 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 ends or purpose restriction is accomplished, the net assets are reclassified as net assets without donor restriction and reported in the statement 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 Organization to expend the income generated by the assets in accordance with the provisions of additional donor-imposed stipulations or a Board approved spending policy.

See Notes 8 and 9 for more information on the composition of net assets with donor restrictions and the release of restrictions, respectively.

Revenue Recognition

In accordance with Financial Accounting Standards Board (FASB) Accounting Standards Codification Topic 606, *Revenue from Contracts with Customers* ("ASC 606"), the Organization recognizes revenue when control of the promised services is transferred to the Organization's outside parties in an amount that reflects the consideration the Organization expects to be entitled to in exchange for those services. The standard outlined a five-step model whereby revenue is recognized as performance obligations are satisfied.

UNITED WAY OF BERKS COUNTY, INC.

NOTES TO FINANCIAL STATEMENTS

December 31, 2021 and 2020

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - CONTINUED

Revenue Recognition - continued

Except for tuition fees the Organization's revenue from program service fees, events, and merchandise income, and other contracts is minimal. Most of the Organization's revenue is from contribution revenue.

Tuition Fees

The Organization offers a limited number of classes available for individuals to register for and attend at a cost. A full refund is provided if a registrant cancels their registration prior to the start of the class. Refunds are typically not issued after the sessions have begun. Individuals with financial need may be eligible for a discounted rate. Under ASC 606, management considers tuition fees to be a contract with a customer. Revenue by class type is as follows:

Single Class

Single classes can be paid for in advance or, at times, at the time of the class. Fees must be paid by the start of the class. The tuition fee is recognized when the class/program occurs, and the performance obligation is met.

Multi-Session Class

Multi-session classes must be paid for in advance. A contractual obligation is created at the time of registration between the Organization and the class registrant. The sessions provided are the performance obligations. The number of performance obligations depends on the number of sessions provided for the class. The transaction price will vary based on the type of class provided. The performance obligation for the class is satisfied ratably over the sessions for each class/program with revenue being recognized based on the allocation per session as each session is completed.

Deferred revenue related to the program totaled \$28,472 for the year ended December 31, 2021. There was no deferred revenue related to the program for the year ended December 31, 2020.

Contribution Revenue

The Organization recognizes revenue from contributions in accordance with Accounting Standards Update (ASU) 2018-08 *Not-For-Profit Entities (Topic 958); Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made*. In accordance with ASU 2018-08, the Organization evaluates whether a transfer of assets is (1) an exchange transaction in which a resource provider is receiving commensurate value in return for the resources transferred or (2) a contribution. If the transfer of assets is determined to be an exchange transaction, the Organization applies guidance under ASC-606. If the transfer of assets is determined to be a contribution, the Organization evaluates whether the contribution is conditional based upon whether the agreement includes both (1) one or more barriers that must be overcome before the Organization is entitled to the assets transferred and promised, and (2) a right of return of assets transferred or a right or release of a promisor's obligation to transfer assets.

UNITED WAY OF BERKS COUNTY, INC.

NOTES TO FINANCIAL STATEMENTS

December 31, 2021 and 2020

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - CONTINUED

Contribution Revenue - continued

The Organization recognizes contributions received and made, including unconditional promises to give, as revenue in the period received or made. Contributions received are reported as either revenues without donor restrictions or revenues with donor restrictions. Promises to contribute that stipulate conditions to be met before the contribution is made are not recorded until the conditions are met.

In November 2020, the Organization was notified by representatives of a philanthropist that it would be receiving an unrestricted gift of \$10,000,000. In December 2020, the Organization received \$5,000,000 that was deposited in a money market account as an interim step while the Organization developed specific strategies around fund management, program investment, and reporting practices for the funds. The balance was received in January 2021. The Organization established an Advisory Committee of volunteers to work with staff to develop a spending strategy to utilize the funds. The committee developed the following strategies:

- **Immediate COVID Response Fund** - Provide one-time grants to support basic needs (food, homeless prevention, medication, diapers, formula, etc.); Support of working families (quality childcare, remote learning centers, etc.); Unrestricted Operating Costs due to loss of revenue from cancelled fundraising; Agency Resiliency (continuity/disaster recovery plans, technology, training, etc.).
- **Impact Grants** - Provide awards to organizations/collaborations addressing COVID related high need areas/impacted populations through programs and services. Impact grants will be used to expand/increase service delivery, provide resources to take programming to a new level, develop new programming, etc.
- **“Focus” Grants** - Provide awards to sustainable collaborative efforts or non-profits engaged in addressing poverty, educational attainment, workforce readiness, social determinants of health, etc.

Grants

Support received under grants with Federal, State, and Local agencies are considered nonreciprocal transactions and follow the guidance for contributions. These grants are recorded as public support when the conditions are met, including incurring related costs and/or meeting program requirements. Grants receivable represent amounts due for expenditures incurred or program requirements met prior to year-end. Deferred revenue represents cash received in advance of the conditions being met. Deferred revenue related to grants totaled \$7,644 and \$65,917 at December 31, 2021 and 2020, respectively.

UNITED WAY OF BERKS COUNTY, INC.

NOTES TO FINANCIAL STATEMENTS

December 31, 2021 and 2020

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - CONTINUED

Contribution Revenue - continued

Sponsorships

Support received from sponsorships solicited by the Organization, in support of organizational activities which enhance the mission of the organization, are considered nonreciprocal transactions and follow the guidance for contributions. Sponsorships support activities in the current fiscal year in which the solicitation occurs. In most cases, the sponsorships cover costs related to the annual campaign activities; others are focused on program activities. Sponsorships are either provided by individuals or companies. At the end of each fiscal year, sponsorships are closed out. If any dollars are left unused, the dollars are treated as restricted by the Organization and are available to support the same activities in the following fiscal year.

Donated Materials, Equipment, and Services

The Organization records the estimated fair value of donated materials, equipment, and services related to its operations, which was \$123,899 and \$77,288 for the years ended December 31, 2021 and 2020, respectively.

A substantial number of volunteers have donated significant amounts of their time and services to the activities of the Organization without compensation. For the years ended December 31, 2021, and 2020, approximately 22,251 hours and 28,020 hours, respectively, were donated. No amounts have been reflected in the financial statements for volunteer donated services since no objective basis is available to measure the value of such services.

No amounts have been included in the accompanying financial statements for the Organization's share of the advertising managed by United Way Worldwide which promotes the United Way network's shared mission on nationally broadcast television including the National Football League (NFL), and the Ad Council, etc.

Functional Expenses Allocation

The statement of functional expenses presents Organizational expenditures based by function and natural classification. Expenses directly attributed to a specific functional area are reported as costs in those specific areas. Costs benefiting multiple functional areas are allocated based on the proportion of full-time equivalents.

Tax-Exempt Status

The Organization has been granted tax-exempt status by the Internal Revenue Service under Section 501(c)(3) of the Internal Revenue Code. The Organization files federal and state information returns as required. There is no current year provision for federal or state income taxes.

In accordance with generally accepted accounting principles, the Organization accounts for uncertain tax positions relative to unrelated business income, if any, as required.

UNITED WAY OF BERKS COUNTY, INC.

NOTES TO FINANCIAL STATEMENTS

December 31, 2021 and 2020

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - CONTINUED

Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, and disclosure of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenues and expenses, including functional allocations, during the reporting period. Actual results could differ from those estimates.

Subsequent Events

In preparing these financial statements, the Organization has evaluated events and transactions for potential recognition or disclosure through May 9, 2022, the date the financial statements were available to be issued.

NOTE 2 - PROMISES TO GIVE

United Way of Berks County, Inc. conducts an annual campaign to generate revenue to support health and human services in the local community.

Promises to give at December 31 are as follows:

	<u>2021</u>	<u>2020</u>
Pledges receivable	<u>\$ 6,610,051</u>	<u>\$ 7,621,517</u>
Receivable in less than one year	\$ 6,545,089	\$ 7,514,617
Receivable in one to three years	<u>64,962</u>	<u>106,900</u>
Total unconditional promises to give	6,610,051	7,621,517
Less allowance for uncollectible pledges	<u>907,892</u>	<u>1,381,917</u>
Net promises to give	<u>\$ 5,702,159</u>	<u>\$ 6,239,600</u>

UNITED WAY OF BERKS COUNTY, INC.

NOTES TO FINANCIAL STATEMENTS

December 31, 2021 and 2020

NOTE 3 - LONG-TERM INVESTMENTS AND FAIR VALUE MEASUREMENTS

All investments are recorded at fair value.

The following table shows long-term investments held, including board-designated and donor-restricted endowment funds, endowment income held as net assets with donor restrictions, and other funds which can be used for future operating purposes. The board-designated and donor-restricted endowment funds are held in a common trust.

Fair values as of December 31 are summarized as follows:

	<u>2021</u>	<u>2020</u>
	Fair Value	Fair Value
Equity funds	\$ 7,587,429	\$ 5,486,709
Bond funds	10,200,997	4,037,397
Exchange traded funds	<u>4,490,385</u>	<u>2,756,439</u>
	<u>\$ 22,278,811</u>	<u>\$ 12,280,545</u>

The following schedule summarizes the investment return and its classification in the statement of activities for the years ended December 31:

	<u>2021</u>		
	<u>Without Donor</u>	<u>With Donor</u>	<u>Total</u>
	Restrictions	Restrictions	
Dividend and interest income	\$ 746,794	\$ 496,044	\$ 1,242,838
Realized gain	198,878	235,401	434,279
Unrealized gain	64,396	118,965	183,361
Investment expenses	<u>(49,947)</u>	<u>(29,965)</u>	<u>(79,912)</u>
Total investment return, net	<u>\$ 960,121</u>	<u>\$ 820,445</u>	<u>\$ 1,780,566</u>

UNITED WAY OF BERKS COUNTY, INC.

NOTES TO FINANCIAL STATEMENTS

December 31, 2021 and 2020

NOTE 3 - LONG-TERM INVESTMENTS AND FAIR VALUE MEASUREMENTS - CONTINUED

	2020		
	Without Donor Restrictions	With Donor Restrictions	Total
Dividend and interest income	\$ 159,258	\$ 162,252	\$ 321,510
Realized gain	53,212	65,832	119,044
Unrealized gain	230,902	1,058,897	1,289,799
Investment expenses	(28,170)	(24,770)	(52,940)
Total investment return, net	<u>\$ 415,202</u>	<u>\$ 1,262,211</u>	<u>\$ 1,677,413</u>

Generally accepted accounting principles establish a framework for measuring fair value. The primary effect of fair value measurement on the Organization was to expand the required disclosures pertaining to the methods used to determine fair values.

That framework provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1 measurements), and the lowest priority to unobservable inputs (Level 3 measurements). The three levels of the fair value hierarchy under generally accepted accounting principles are described below:

Level 1: Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets that the Organization has the ability to access.

Level 2: Inputs to the valuation methodology include:

- Quoted prices for similar assets and liabilities in active markets;
- Quoted prices for identical or similar assets and liabilities in inactive markets;
- Inputs other than quoted prices that are observable for the asset or liability;
- Inputs that are derived principally from or corroborated by observable market data by correlation or other means.

Level 3: Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

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

UNITED WAY OF BERKS COUNTY, INC.

NOTES TO FINANCIAL STATEMENTS

December 31, 2021 and 2020

NOTE 3 - LONG-TERM INVESTMENTS AND FAIR VALUE MEASUREMENTS - CONTINUED

Following is a description of the valuation methodologies used for assets measured at fair value. There have been no changes in the methodologies used at December 31, 2021.

Long-Term Investments

Schwab holds the investments of United Way of Berks County, Inc. in accordance with the investment policy of the Organization. The policy restricts the investments to cash, fixed income, and equity securities which are publicly traded. The investments are valued at the quoted market value for shares held at year end.

Beneficial Interests in Perpetual Trusts

United Way of Berks County, Inc. is the beneficiary of four trusts, three of which are managed by banks, and the fourth which is managed by the Berks County Community Foundation. The banks and Foundation hold the investments in diversified and balanced portfolios consisting of cash and money market funds, corporate and government debt securities, equity securities, mutual funds, fixed income mutual funds, and limited investment partnerships. These investments are valued by the trust managers based on the quoted market prices for shares held or current bid price of held funds.

The methods described previously may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, while the Organization believes its reliance on the valuation methods of the banks and Foundation are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date.

The following tables set forth by level, within the fair value hierarchy, the United Way of Berks County, Inc.'s assets at fair value as of December 31:

	2021			Total
	Level 1	Level 2	Level 3	
Equity funds	\$ 7,587,429	\$ -	\$ -	\$ 7,587,429
Bond funds	10,200,997	-	-	10,200,997
Exchange traded funds	4,490,385	-	-	4,490,385
Beneficial interests in perpetual trusts	-	-	1,039,701	1,039,701
Total	<u>\$ 22,278,811</u>	<u>\$ -</u>	<u>\$ 1,039,701</u>	<u>\$ 23,318,512</u>

UNITED WAY OF BERKS COUNTY, INC.

NOTES TO FINANCIAL STATEMENTS

December 31, 2021 and 2020

NOTE 3 - LONG-TERM INVESTMENTS AND FAIR VALUE MEASUREMENTS - CONTINUED

	2020			Total
	Level 1	Level 2	Level 3	
Equity funds	\$ 5,486,709	\$ -	\$ -	\$ 5,486,709
Bond funds	4,037,397	-	-	4,037,397
Exchange traded funds	2,756,439	-	-	2,756,439
Beneficial interests in perpetual trusts	-	-	972,483	972,483
Total	<u>\$ 12,280,545</u>	<u>\$ -</u>	<u>\$ 972,483</u>	<u>\$ 13,253,028</u>

The following table sets forth a summary of changes in the fair value of the Organization's Level 3 assets for the years ended December 31:

	2021	2020
Balance, beginning of year	\$ 972,483	\$ 916,381
Realized and unrealized gains	67,218	56,102
Balance, end of year	<u>\$ 1,039,701</u>	<u>\$ 972,483</u>

The carrying value of receivables approximates fair value because of the short-term maturity of these instruments.

NOTE 4 - BENEFICIAL INTEREST IN PERPETUAL TRUSTS

United Way of Berks County, Inc. is a beneficiary under various perpetual trusts. The Organization recorded its proportionate share of the fair value of the principal received. Total value recorded at December 31, 2021 and 2020 was \$1,039,701 and \$972,483, respectively. Annual distributions from the trusts are included in other income without donor restrictions and amounted to \$41,534 and \$41,186 in 2021 and 2020, respectively. The change in market value has been recorded in unrealized gain on beneficial interests in net assets with donor restrictions and amounted to \$67,218 and \$56,102 in 2021 and 2020, respectively.

UNITED WAY OF BERKS COUNTY, INC.

NOTES TO FINANCIAL STATEMENTS

December 31, 2021 and 2020

NOTE 5 - LEASEHOLD IMPROVEMENTS, FURNITURE AND FIXTURES, AND EQUIPMENT

Leasehold improvements, furniture and fixtures, and equipment balances and activities for the year consist of the following:

	Beginning Balance 1/1/2021	Additions/ Depreciation	Disposals	Ending Balance 12/31/2021
Leasehold improvements	\$ 36,114	\$ 20,730	\$ (36,114)	\$ 20,730
Furniture and fixtures	37,867	296,930	(36,379)	298,418
Equipment	234,306	203,150	(101,964)	335,492
	308,287	520,810	(174,457)	654,640
Accumulated depreciation	<u>(289,400)</u>	<u>(12,732)</u>	<u>173,594</u>	<u>(128,538)</u>
Net leasehold improvements, furniture and fixtures, and equipment	<u>\$ 18,887</u>	<u>\$ 508,078</u>	<u>\$ (863)</u>	<u>\$ 526,102</u>
	Beginning Balance 1/1/2020	Additions/ Depreciation	Disposals	Ending Balance 12/31/2020
Leasehold improvements	\$ 36,114	\$ -	\$ -	\$ 36,114
Furniture and fixtures	37,867	-	-	37,867
Equipment	216,677	17,629	-	234,306
	290,658	17,629	-	308,287
Accumulated depreciation	<u>(268,218)</u>	<u>(21,182)</u>	<u>-</u>	<u>(289,400)</u>
Net leasehold improvements, furniture and fixtures, and equipment	<u>\$ 22,440</u>	<u>\$ (3,553)</u>	<u>\$ -</u>	<u>\$ 18,887</u>

Depreciation expense for the years ended December 31, 2021 and 2020 was \$12,732 and \$21,182, respectively.

The current year additions to leasehold improvements, furniture and fixtures, and equipment are related to new office space the Organization is moving into subsequent to year-end.

UNITED WAY OF BERKS COUNTY, INC.

NOTES TO FINANCIAL STATEMENTS

December 31, 2021 and 2020

NOTE 6 - PAYCHECK PROTECTION PROGRAM

On April 13, 2020, the Organization received a Paycheck Protection Program Loan (the "PPP Loan") from a qualified lender totaling \$422,411. This loan program was implemented by the U.S. Small Business Administration ("SBA") under the Coronavirus Aid, Relief, and Economic Security Act. The PPP Loan bears interest at a fixed rate of 1.0% per annum, has a term of two years, and is unsecured and guaranteed by the SBA. On June 5, 2020, the Paycheck Protection Flexibility Act (the "Act") was signed into law, which allows the Organization and the lender to amend certain terms of the loan in accordance with the Act. The Act also extended the repayment deferral period, which is now defined as (1) when the loan forgiveness is determined by the SBA, or (2) ten months after the end of the borrower's covered period if forgiveness is not requested. The principal amount of the PPP Loan is subject to forgiveness under the Paycheck Protection Program upon the Organization's request to the extent that the PPP Loan proceeds are used to pay expenses permitted by the Paycheck Protection Program.

The Organization initially recorded a note payable upon receipt of the PPP Loan and subsequently recorded forgiveness when the loan obligation was legally released upon notification by the SBA in March 2021. The \$422,411 forgiven is recognized as loan forgiveness income in the statements of activities for the year ended December 31, 2021.

NOTE 7 - NET ASSETS WITHOUT DONOR RESTRICTIONS

The Organization's net assets without donor restrictions is comprised of undesignated and Board designated amounts for the following purposes at December 31:

	<u>2021</u>	<u>2020</u>
Undesignated - available for general use	\$ 12,513,668	\$ 13,226,575
Board designated	<u>2,241,971</u>	<u>2,069,088</u>
Total	<u>\$ 14,755,639</u>	<u>\$ 15,295,663</u>

The Board has designated funds to be set aside to establish and maintain an endowment fund for the purpose of securing the Organization's long-term financial viability and continuing to meet spending needs. The board designated endowment fund generated \$11,556 and \$28,940 of additional contributions for the years ended December 31, 2021 and 2020, respectively.

UNITED WAY OF BERKS COUNTY, INC.

NOTES TO FINANCIAL STATEMENTS

December 31, 2021 and 2020

NOTE 8 - NET ASSETS WITH DONOR RESTRICTIONS

Net assets with donor restrictions are available for the following purposes at December 31:

	<u>2021</u>	<u>2020</u>
Subject to expenses for specified purpose or period:		
Human service allocation for the next fiscal year	\$ 8,918,317	\$ 8,430,876
Human service allocation for future years	882,964	118,300
United Way programs and activities	1,256,153	1,311,320
At-risk children	36,617	40,064
Other community impact activities	<u>547,923</u>	<u>781,202</u>
Total subject to expenses for specified purpose or period	11,641,974	10,681,762
Endowment fund subject to the Organization's spending policy and appropriation:		
Investments in perpetuity to support:		
Focus area panel appropriations	3,498,568	3,253,883
At-risk children	669,242	621,434
Major gifts and planned giving activities	471,120	437,557
United Way of Berks County operations	<u>2,959,682</u>	<u>2,722,286</u>
Total endowment subject to the Organization's spending policy and appropriation	7,598,612	7,035,160
Beneficial Interest in perpetual trust	<u>1,039,701</u>	<u>972,483</u>
Total net assets with donor restrictions	<u><u>\$ 20,280,287</u></u>	<u><u>\$ 18,689,405</u></u>

UNITED WAY OF BERKS COUNTY, INC.

NOTES TO FINANCIAL STATEMENTS

December 31, 2021 and 2020

NOTE 9 - NET ASSETS RELEASED FROM RESTRICTIONS

Net assets were released from donor restrictions by incurring expenses satisfying the restricted purpose or by occurrence of the passage of time or other events specified by the donor. Net assets released from donor restrictions for the years ended December 31 were as follows:

	<u>2021</u>	<u>2020</u>
Expiring time restrictions - campaign	\$ 8,430,876	\$ 8,245,260
United Way programs and activities	181,907	155,601
At-Risk children	30,000	30,000
COVID relief	244,042	847,034
Other community impact activities	<u>224,300</u>	<u>163,782</u>
Total net assets released from restriction	<u>\$ 9,111,125</u>	<u>\$ 9,441,677</u>

The donor restricted net assets released on the statement of activities include the following for the years ended December 31:

	<u>2021</u>	<u>2020</u>
Contributions received in prior year and now released from restriction	\$ 10,220,238	\$ 10,311,936
Less: donor designations	(1,085,229)	(1,598,352)
Less: allowance for uncollectible pledges	(574,630)	(424,256)
Less: amounts not available for operations	<u>(129,503)</u>	<u>(44,068)</u>
Total campaign contributions released from restriction	8,430,876	8,245,260
Other net assets released from restriction	<u>680,249</u>	<u>1,196,417</u>
Total net assets released from restriction	<u>\$ 9,111,125</u>	<u>\$ 9,441,677</u>

NOTE 10 - ENDOWMENT FUNDS

The Organization's endowment consists of 14 donor-restricted sub-funds and one board-designated sub-fund, all of which are to be held indefinitely, with the income expendable for operations as directed by donors or the board of directors. As required by generally accepted accounting principles, net assets associated with the endowment funds are classified and reported based on the existence or absence of donor-imposed restrictions.

UNITED WAY OF BERKS COUNTY, INC.

NOTES TO FINANCIAL STATEMENTS

December 31, 2021 and 2020

NOTE 10 - ENDOWMENT FUNDS - CONTINUED

Interpretation of Relevant Law

Though the Commonwealth of Pennsylvania has not fully adopted the Uniform Prudent Management of Institutional Funds Act (UMIFA), the Organization considers the guidance in the management and investment of funds. The Organization classifies as net assets with donor restrictions (a time restriction in perpetuity) the original value of the gifts donated to the donor restricted endowment. Investment income from the donor restricted endowment is classified as net assets with donor restrictions (a purpose restriction) until those amounts are appropriated for expenditure by the Organization in a manner consistent with the donor stipulated purpose within the standard of prudence followed by the Organization.

Investment Policy

The goal of the Organization's investment policy, which follows a total return investment strategy, is to conserve and enhance the capital value of the fund, in real terms, through asset appreciation and income generation while maintaining a moderate level of risk. Under the investment policy approved by the board of directors, the endowment assets are invested 50% to 80% in equity securities and 20% to 50% in fixed income securities. The Organization expects its endowment funds, over time, to provide an average rate of return that meets or exceeds the returns of the MSCI ACWI Index and the Bloomberg Barclays Aggregate Bond Index that most closely mirrors the securities held in the portfolio. The Organization's actual returns may vary from this amount in any given year.

Spending Policy

The Organization has a board-approved spending policy that allows the operating fund to receive and recognize investment earnings originating from the endowment fund. As of December 31, 2021 and 2020, the board-approved spending policy was 4.75% of the rolling five-year average of the market value of the trust as of September 30th of the prior year.

Underwater Endowments

The Organization considers a sub-fund to be underwater if the fair value of the sub-fund is less than the sum of the original value of initial and subsequent gift amounts donated to the fund and/or other requirements in accordance with donor directives. Income distributions for new gifts to the endowment fund will not be eligible for a minimum of three years after receipt, assuming the FMV is 100% or greater than the contributed value at that time. Should a sub-fund be underwater, United Way of Berks County will use a step-down appropriation method to slow the allocation from the endowment until the principal has been restored. No distributions will be made from an endowed fund that is considered underwater by more than 15%. Further, once distributions have been suspended from an underwater endowment, the annual appropriations will not resume until the fair market value has been restored to the initial principal value.

For years ending December 31, 2021 and 2020, the Organization had no endowment sub-funds considered to be underwater. At December 31, 2021 and 2020, all gifts in the fund are eligible for distribution.

UNITED WAY OF BERKS COUNTY, INC.

NOTES TO FINANCIAL STATEMENTS

December 31, 2021 and 2020

NOTE 10 - ENDOWMENT FUNDS - CONTINUED

Endowment net asset composition by type of funds as of December 31, 2021, is as follows:

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
Donor-restricted endowment funds	\$ -	\$ 7,598,612	\$ 7,598,612
Board-designated endowment funds	<u>2,241,971</u>	<u>-</u>	<u>2,241,971</u>
Totals funds	<u>\$ 2,241,971</u>	<u>\$ 7,598,612</u>	<u>\$ 9,840,583</u>

Changes in endowment net assets for the year ended December 31, 2021 are as follows:

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
Endowment net assets, beginning of year	\$ 2,069,088	\$ 7,035,160	\$ 9,104,248
Investment return:			
Dividend and interest income	147,005	496,044	643,049
Net gain (realized and unrealized)	109,763	372,728	482,491
Investment expenses	<u>(8,869)</u>	<u>(29,965)</u>	<u>(38,834)</u>
Total investment return	247,899	838,807	1,086,706
Contributions	11,556	1,091	12,647
Transfers of donor-restricted income	-	(142,890)	(142,890)
Transfer from application of spending policy	<u>(86,572)</u>	<u>(133,556)</u>	<u>(220,128)</u>
Endowment net assets, end of year	<u>\$ 2,241,971</u>	<u>\$ 7,598,612</u>	<u>\$ 9,840,583</u>

Endowment net asset composition by type of funds as of December 31, 2020, is as follows:

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
Donor-restricted endowment funds	\$ -	\$ 7,035,160	\$ 7,035,160
Board-designated endowment funds	<u>2,069,088</u>	<u>-</u>	<u>2,069,088</u>
Totals funds	<u>\$ 2,069,088</u>	<u>\$ 7,035,160</u>	<u>\$ 9,104,248</u>

UNITED WAY OF BERKS COUNTY, INC.

NOTES TO FINANCIAL STATEMENTS

December 31, 2021 and 2020

NOTE 10 - ENDOWMENT FUNDS - CONTINUED

Changes in endowment net assets for the year ended December 31, 2020, is as follows:

	Without Donor Restrictions	With Donor Restrictions	Total
Endowment net assets, beginning of year	\$ 1,834,150	\$ 6,239,865	\$ 8,074,015
Investment return:			
Dividend and interest income	47,870	162,252	210,122
Net gain (realized and unrealized)	250,434	841,981	1,092,415
Investment expenses	(7,326)	(24,770)	(32,096)
Total investment return	290,978	979,463	1,270,441
Contributions	28,940	65,740	94,680
Transfers of donor-restricted income	-	(118,630)	(118,630)
Transfer from application of spending policy	(84,980)	(131,278)	(216,258)
Endowment net assets, end of year	<u>\$ 2,069,088</u>	<u>\$ 7,035,160</u>	<u>\$ 9,104,248</u>

NOTE 11 - LEASE AGREEMENT

The Organization leased its office facility under a noncancelable agreement, which expired on December 31, 2021. The lease required monthly minimum rentals of \$12,946 and provided that the lessee maintains and pays for comprehensive general public liability insurance. Total rental expenses for the years ended December 31, 2021 and 2020 were \$155,352 and \$146,290 respectively.

In June of 2021, the Organization entered a sublease arrangement for its new office facility. The term of the sublease is for a period of fifteen (15) years and four (4) months, expiring on the date that is fifteen (15) years after the rent commencement date. The organization has a renewal option of one (1) additional five (5) year period.

The fixed minimum rent will be abated for the first four (4) months of the initial term and commencing on the date that is four (4) months after the rent commencement date, a fixed minimum rent for the remainder of the first year of the initial term in equal monthly installments in the amount of \$12,500. Beginning on the first anniversary of the commencement date and continuing each succeeding anniversary through and including the option term, the annual fixed minimum rent will increase by one percent (1%).

UNITED WAY OF BERKS COUNTY, INC.

NOTES TO FINANCIAL STATEMENTS

December 31, 2021 and 2020

NOTE 11 - LEASE AGREEMENT - CONTINUED

The initial term commenced on March 1, 2022. The rent commencement date under the lease is July 1, 2022. The initial term will expire on June 30, 2037. At this time, it is unlikely the Organization will initiate the renewal option of the lease.

The total minimum rental commitment is due as follows at December 31:

2022	\$ 75,000
2023	150,750
2024	152,258
2025	153,780
2026	155,318
2027-2031	800,200
2032-2036	841,018
2037	86,211

NOTE 12 - PAYMENTS TO AFFILIATED AGENCIES

In accordance with the membership criteria of United Way Worldwide, 1% of total unrestricted support from the previous campaign was shared with United Way Worldwide. In October of 2020, the amount increased to 2% for the last quarter of the year. For 2021, the rate was reduced to 1.5%. Additionally, an amount is shared with United Way of Pennsylvania. Payments made to United Way Worldwide and United Way of Pennsylvania for the years ended December 31, 2021 and 2020 amounted to \$197,609 and \$164,977, respectively.

NOTE 13 - COMMITMENTS

The Organization has committed \$6,976,422 of contributions for the next allocation period to various affiliated agencies. The resources used to fulfill this commitment are largely reflected in the net assets with donor restriction balance.

UNITED WAY OF BERKS COUNTY, INC.

NOTES TO FINANCIAL STATEMENTS

December 31, 2021 and 2020

NOTE 14 - RETIREMENT PLANS

Defined Contribution Plan

The Organization maintains a 403(b) Defined Contribution Plan for all employees. Under this Plan, a participant shall be 20% vested after one year and 20% each year thereafter. An employee shall be considered 100% vested after five years or upon the attainment of age 55, whichever occurs first. The employer has the sole right to determine the amount of any discretionary employer matching contributions annually. During 2021 and 2020, the Organization made contributions of \$86,118 and \$73,358, respectively, to the Plan.

Deferred Contribution Plan

Effective November 1, 2017, the Organization implemented a 457(b) Retirement Plan which is a nonqualified deferred compensation plan for key employees. Participants of the plan may elect to defer a portion of the cash compensation that would otherwise be paid to each participant. Employer contributions of \$6,584 and \$5,992 were made to the plan in 2021 and 2020, respectively. The Plan assets of \$31,752 and \$25,168 for years ended December 31, 2021 and 2020, respectively, are included with cash and equivalents on the statement of financial position with the liability included with accounts payable and accrued expenses.

NOTE 15 - DISTRIBUTION FOR SERVICES

United Way of Berks County, Inc. raises funds that are distributed to health and human service programs in the community. A breakdown of support, which includes donor designations provided by focus area, is as follows at December 31:

	<u>2021</u>	<u>2020</u>
Education	\$ 3,154,224	\$ 2,955,955
Financial stability	982,622	641,514
Health	2,519,182	2,130,869
Safety net	<u>3,146,535</u>	<u>2,405,545</u>
Total support	<u>\$ 9,802,563</u>	<u>\$ 8,133,883</u>

As part of the annual allocation process, \$6,531,028 and \$6,705,607 of the total support was distributed to partner agencies for the years ended December 31, 2021 and 2020, respectively. An additional \$3,271,535 and \$1,428,276 was distributed through other grant programs for the years ended December 31, 2021 and 2020, respectively.

UNITED WAY OF BERKS COUNTY, INC.

NOTES TO FINANCIAL STATEMENTS

December 31, 2021 and 2020

NOTE 16 - COVID-19 PANDEMIC

In March 2020, the World Health Organization declared the outbreak of a novel coronavirus (COVID-19) as a pandemic which caused major disruptions worldwide. The full impact of the COVID-19 outbreak continues to evolve. The specific impact of the pandemic and the duration of this disruption is not determinable as of the report date; therefore, the financial statements do not include any adjustments that might result from the outcome of this uncertainty. Management is actively monitoring the situation on its financial condition, operations, industry, and workforce.

The Organization established the Berks COVID-19 Response Fund in 2020 to provide immediate funding for non-profit organizations that experienced increased demand for services, operational distress, and/or increased costs to continue current services. The Berks COVID-19 Response Fund provided flexible resources to health and human service organizations across Berks County to provide essential aid and critically needed safety net services to those most impacted by the pandemic. Over \$1M was raised in 2020 and grants totaling \$244,042 and \$847,034 were awarded in 2021 and 2020, respectively. Funds raised through the Berks COVID-19 Response Fund have been fully spent at December 31, 2021.

NOTE 17 - LIQUIDITY AND AVAILABILITY OF FINANCIAL RESOURCES

Liquidity Management

The Organization maintains a policy to ensure its financial assets are available to meet its expenditures and other obligations with a goal to maintain balances to meet two to four months of ordinary business expenses. Excess operating cash not needed for operations will be invested in a short-term CD ladder program with various banks and/or other short-term investments as allowed in the Organization's Investment Statement Policy. The Organization maintains an Operating Reserve Account that is invested as a long-term asset in a conservative manner with a 50/50 asset mix. Assets from the Operating Reserve Account can be converted to cash as necessary. The Organization's endowment investments consist of donor-restricted and a Board designated endowment. Income for donor-restricted endowments is restricted and not available for general expenditures. United Way of Berks County does not intend to spend from its Board designated endowment other than amounts appropriated for general expenditure as part of its annual budget approval and appropriation process; however, if deemed necessary by the Finance Committee and approved by the Board of Directors, amounts from its Board designated endowment could be made available. United Way of Berks County does not currently utilize a line of credit nor other operating loans from financial institutions to support operations.

UNITED WAY OF BERKS COUNTY, INC.

NOTES TO FINANCIAL STATEMENTS

December 31, 2021 and 2020

NOTE 17 - LIQUIDITY AND AVAILABILITY OF FINANCIAL RESOURCES - CONTINUED

The Organization's financial assets available within one year of the statement of financial position date for general expenses are as follows at December 31:

	<u>2021</u>	<u>2020</u>
Financial assets available within one year:		
Cash and cash equivalents	\$ 7,191,078	\$ 10,866,457
Certificates of deposits maturing within one year	301,504	375,000
Pledges receivable, net	5,702,159	6,239,600
Other accounts receivable	21,941	5,026,994
Long-term investments	<u>22,278,811</u>	<u>12,280,545</u>
Total financial assets available within one year	35,495,493	34,788,596
Less:		
Amounts unavailable for general expenditures within one year due to:		
Restricted by donors with purpose or time restrictions	(11,641,974)	(10,681,762)
Restricted by donors in perpetuity	<u>(7,598,612)</u>	<u>(7,035,160)</u>
Total amounts unavailable for general expenditures within one year	(19,240,586)	(17,716,922)
Less:		
Amounts unavailable to management without Board approval:		
Board designated for endowment	<u>(2,241,971)</u>	<u>(2,069,088)</u>
Total financial assets available to management for general expenses within one year	14,012,936	15,002,586
Plus human service allocation for next fiscal year	8,918,317	8,430,876
Plus endowment funds available for general expenditures in subsequent year based on spending policy	<u>206,966</u>	<u>220,128</u>
Total financial assets, human service allocation and endowment funds available to meet cash needs for general expenses within one year	<u>\$ 23,138,219</u>	<u>\$ 23,653,590</u>

UNITED WAY OF BERKS COUNTY, INC.

NOTES TO FINANCIAL STATEMENTS

December 31, 2021 and 2020

NOTE 18 - NEW ACCOUNTING PRONOUNCEMENTS

In February 2016, the FASB issued ASU No. 2016-02, *Leases (Topic 842)*. Under this guidance, lessees will need to recognize the following for all leases (with the exception of leases with a term of twelve months or less) at the commencement date: (a) a lease liability, which is a lessee's obligation to make lease payments arising from a lease, measured on a discounted basis; and (b) a right-of-use asset, which is an asset that represents the lessee's right to use, or control the use of, a specified asset for the lease term. Under the new guidance, lessor accounting is largely unchanged. The guidance requires a modified retrospective transition approach for leases existing at, or entered into after, the beginning of the earliest comparative period presented in the financial statements. The modified retrospective approach would not require any transition accounting for leases that expire before the earliest comparative period presented. A full retrospective transition approach is not permitted. This standard is effective for fiscal years beginning after December 15, 2021, with early application permitted. The Organization is evaluating the impact this standard will have on the financial statements.

In September 2020, the FASB issued ASU No. 2020-07, *Presentation and Disclosures by Not-for-Profit Entities for Contributed Nonfinancial Assets*. This update requires an organization to present contributed nonfinancial assets, including fixed assets (such as land, buildings, and equipment), use of fixed assets or utilities, materials and supplies, intangible assets, services, and unconditional promises of those assets, as a separate line item in the statement of activities, apart from contributions of cash and other financial assets. It also requires disclosures of a disaggregation by category of nonfinancial assets, including whether used or monetized, policies and/or a description of the programs or other activities in which those assets were used, a description of any donor restrictions associated with nonfinancial assets, a description of the valuation techniques and inputs used to arrive at the fair value measure for initial recognition, and the principal market used to arrive at the fair value measure if it is a market in which the Organization is prohibited by a donor-imposed restriction from selling or using the contributed nonfinancial assets. This standard should be applied on a retrospective basis and is effective for fiscal years beginning after June 15, 2021, with early adoption permitted.



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**INDEPENDENT AUDITOR'S REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING
AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF
FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH
GOVERNMENT AUDITING STANDARDS**

**To the Board of Directors
United Way of Berks County, Inc.
Reading, Pennsylvania**

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of United Way of Berks County, Inc., which comprise the statement of financial position as of December 31, 2021, and the related statements of activities and cash flows for the year then ended, and the related notes to the financial statements, and have issued our report thereon dated May 9, 2022.

Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered United Way of Berks County, Inc.'s internal control over financial reporting (internal control) as a basis for designing the 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 United Way of Berks County, Inc.'s internal control. Accordingly, we do not express an opinion on the effectiveness of United Way of Berks County, Inc.'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 entity's financial statements will not be prevented, or detected and corrected, on a timely basis. *A significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. 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.

Compliance and Other Matters

As part of obtaining reasonable assurance about whether United Way of Berks County, Inc.'s financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements, noncompliance with which could have a direct and material effect on the financial statements. However, providing an opinion on compliance with those provisions was not an objective of our audit and, accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the entity's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the entity's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Herbein + Company, Inc.

Reading, Pennsylvania

May 9, 2022