UNITED WAY OF WYOMING VALLEY,
Pennsylvania also d/b/a United
Way of Susquehanna County

Years Ended
June 30, 2019 and 2018
UNITED WAY OF WYOMING VALLEY, PENNSYLVANIA
ALSO D/B/A UNITED WAY OF SUSQUEHANNA COUNTY
YEARS ENDED JUNE 30, 2019 AND 2018

CONTENTS

Independent auditor’s report

Financial statements:

Statements of financial position

Statements of activities

Statements of functional expenses

Statements of cash flows

Notes to financial statements

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

PAGE

1 - 2

3

4 - 5

6 - 7

8 - 9

10 - 19

20 - 21
INDEPENDENT AUDITOR'S REPORT

Board of Directors
United Way of Wyoming Valley, Pennsylvania also
D/B/A United Way of Susquehanna County

Report on the Financial Statements

We have audited the accompanying financial statements of the United Way of Wyoming Valley, Pennsylvania also D/B/A United Way of Susquehanna County (a nonprofit corporation) (the "Organization"), which comprise the statements of financial position as of June 30, 2019 and 2018 and the related statements of activities, functional expenses and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

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

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in Government Auditing Standards, issued by the Comptroller General of the United States. 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 Organization'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 Organization's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall
presentation of the financial statements.

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

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the United Way of Wyoming Valley, Pennsylvania also D/B/A United Way of Susquehanna County as of June 30, 2019 and 2018 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.

Emphasis of Matter

As discussed in note 1 to the financial statements, in 2019, United Way of Wyoming Valley, Pennsylvania also D/B/A United Way of Susquehanna County, adopted Accounting Standards Update (ASU) No. 2016-14, Not-for-Profit Entities (Topic 958): Presentation of Financial Statements of Not-for-Profit Entities. Our opinion is not modified with respect to this matter.

Other Reporting Required by Government Auditing Standards

In accordance with Government Auditing Standards, we have also issued our report dated November 13, 2019 on our consideration of the United Way of Wyoming Valley, Pennsylvania also D/B/A United Way of Susquehanna County’s internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and 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 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 Wyoming Valley, Pennsylvania also D/B/A United Way of Susquehanna County’s internal control over financial reporting and compliance.

Kroenick Kalada Berdy & Co

Kingston, Pennsylvania
November 13, 2019
## UNITED WAY OF WYOMING VALLEY, PENNSYLVANIA
ALSO DBA UNITED WAY OF SUSQUEHANNA COUNTY

### STATEMENTS OF FINANCIAL POSITION

#### JUNE 30, 2019 AND 2018

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ASSETS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash</td>
<td>$1,046,197</td>
<td>$1,183,515</td>
</tr>
<tr>
<td>Campaign pledges receivable, net of allowance for uncollectibles of $137,222, 2019 and $137,293, 2018</td>
<td>869,360</td>
<td>865,372</td>
</tr>
<tr>
<td>Accounts receivable</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Grants receivable</td>
<td>631,395</td>
<td>277,226</td>
</tr>
<tr>
<td>Investments</td>
<td>16,929,603</td>
<td>15,732,350</td>
</tr>
<tr>
<td>Property and equipment, net of accumulated depreciation of $159,373, 2019 and $147,266, 2018</td>
<td>21,583</td>
<td>25,997</td>
</tr>
<tr>
<td>Beneficial interest in assets held by Central Susquehanna Community Foundation</td>
<td>289,861</td>
<td>290,593</td>
</tr>
<tr>
<td>Other assets</td>
<td>15,776</td>
<td>10,781</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td>$19,803,775</td>
<td>$18,399,827</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>LIABILITIES AND NET ASSETS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Allocations and designations payable</td>
<td>$1,715,958</td>
<td>$1,889,585</td>
</tr>
<tr>
<td>Grants payable</td>
<td>275,399</td>
<td>187,673</td>
</tr>
<tr>
<td>Accounts payable and accrued expenses</td>
<td>87,296</td>
<td>80,355</td>
</tr>
<tr>
<td>Other liabilities</td>
<td>10,927</td>
<td>17,910</td>
</tr>
<tr>
<td><strong>Total liabilities</strong></td>
<td>2,089,580</td>
<td>2,175,523</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net assets:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Without donor restrictions:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Undesignated</td>
<td>1,078,665</td>
<td>901,614</td>
</tr>
<tr>
<td>Designated by the Board for future community impact and safety net opportunities</td>
<td>4,497,795</td>
<td>3,903,061</td>
</tr>
<tr>
<td></td>
<td>5,576,460</td>
<td>4,804,675</td>
</tr>
<tr>
<td>With donor restrictions:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Purpose restricted</td>
<td>1,422,607</td>
<td>1,299,031</td>
</tr>
<tr>
<td>Perpetual in nature</td>
<td>10,715,128</td>
<td>10,120,598</td>
</tr>
<tr>
<td></td>
<td>12,137,735</td>
<td>11,419,629</td>
</tr>
<tr>
<td><strong>Total net assets</strong></td>
<td>17,714,195</td>
<td>16,224,304</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total liabilities and net assets</strong></td>
<td>$19,803,775</td>
<td>$18,399,827</td>
</tr>
</tbody>
</table>

See notes to financial statements
UNITED WAY OF WYOMING VALLEY, PENNSYLVANIA  
ALSO D/B/A UNITED WAY OF SUSQUEHANNA COUNTY  

STATEMENT OF ACTIVITIES  
YEAR ENDED JUNE 30, 2019  
(WITH COMPARATIVE TOTALS FOR 2018)  

<table>
<thead>
<tr>
<th>Without donor restrictions</th>
<th>With donor restrictions</th>
<th>2019</th>
<th>Total 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Public support and revenue:</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Gross campaign results</td>
<td>$ 2,692,507</td>
<td>$ 3,699,089</td>
<td>$ 3,522,538</td>
</tr>
<tr>
<td>Less:</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Provision for uncollectibles</td>
<td>(137,222)</td>
<td>(137,222)</td>
<td>(132,280)</td>
</tr>
<tr>
<td>Donor designations</td>
<td>(606,411)</td>
<td>(606,411)</td>
<td>(622,635)</td>
</tr>
<tr>
<td>Net campaign revenue</td>
<td>2,086,096</td>
<td>2,955,456</td>
<td>2,767,623</td>
</tr>
<tr>
<td>Other contributions</td>
<td>8,062</td>
<td>8,062</td>
<td>1,018,328</td>
</tr>
<tr>
<td>Grants and contracts</td>
<td>2,541,800</td>
<td>2,541,800</td>
<td>1,936,457</td>
</tr>
<tr>
<td>Investment results, net</td>
<td>438,922</td>
<td>1,210,503</td>
<td>1,057,525</td>
</tr>
<tr>
<td>Service fee income</td>
<td>10,167</td>
<td>10,167</td>
<td>19,675</td>
</tr>
<tr>
<td>Administration income</td>
<td>28,280</td>
<td>28,280</td>
<td>32,072</td>
</tr>
<tr>
<td>Net assets released from restrictions:</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Pledge receipts</td>
<td>745,052</td>
<td>(745,052)</td>
<td></td>
</tr>
<tr>
<td>Endowment transfer</td>
<td>177,051</td>
<td>(177,051)</td>
<td></td>
</tr>
<tr>
<td>Total public support and revenue</td>
<td>$ 6,035,430</td>
<td>$ 6,754,258</td>
<td>$ 6,831,680</td>
</tr>
</tbody>
</table>

Expenses:  
Program services:  
Gross funds awarded | $ 1,969,284 | $ 1,969,284 | $ 1,964,614 |
| Less donor designations | (606,411) | (606,411) | (622,635) |
| Community impact | 1,362,873 | 1,362,873 | 1,361,979  |
| HIV / OUD health planning | 706,738 | 706,738 | 695,479   |
| Total program services | 4,267,187 | 4,267,187 | 3,628,032 |

Supporting services:  
Management and general | 430,338 | 430,338 | 500,972  |
| Fund raising | 566,120 | 566,120 | 569,998   |
| Total supporting services | 996,458 | 996,458 | 1,070,970 |

Total operating expenses | 5,263,645 | 5,263,645 | 4,699,002 |

Change in net assets from operations | 771,785 | 718,838 | 1,490,623 | 2,132,678 |

Change in beneficial interest | (732) | (732) | (9,633) |

Excess of assets acquired over liabilities assumed of Berwick United Way, net | - | - | 358,343 |

Total change in net assets | 771,785 | 718,106 | 1,489,891 | 2,481,388 |

Net assets, beginning | 4,804,675 | 11,419,629 | 16,224,304 | 13,742,916 |

Net assets, ending | $ 5,576,460 | $ 12,137,735 | $ 17,714,195 | $ 16,224,304 |

See notes to financial statements
# UNITED WAY OF WYOMING VALLEY, PENNSYLVANIA
ALSO D/B/A UNITED WAY OF SUSQUEHANNA COUNTY

## STATEMENT OF ACTIVITIES
YEAR ENDED JUNE 30, 2018

<table>
<thead>
<tr>
<th>Without donor restrictions</th>
<th>With donor restrictions</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Public support and revenue:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Gross campaign results</td>
<td>$ 2,645,206</td>
<td>$ 877,332</td>
</tr>
<tr>
<td>Less:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Provision for uncollectibles</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Donor designations</td>
<td>(622,635)</td>
<td>(132,280)</td>
</tr>
<tr>
<td><strong>Net campaign revenue</strong></td>
<td>2,022,571</td>
<td>745,052</td>
</tr>
<tr>
<td>Other contributions</td>
<td>18,328</td>
<td>1,000,000</td>
</tr>
<tr>
<td>Grants and contracts</td>
<td>1,936,457</td>
<td>1,936,457</td>
</tr>
<tr>
<td>Investment results, net</td>
<td>376,713</td>
<td>680,812</td>
</tr>
<tr>
<td>Service fee income</td>
<td>19,675</td>
<td>19,675</td>
</tr>
<tr>
<td>Administration income</td>
<td>32,072</td>
<td>32,072</td>
</tr>
<tr>
<td><strong>Net assets released from restrictions:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Pledge receipts</td>
<td>813,960</td>
<td>(813,960)</td>
</tr>
<tr>
<td>Endowment transfer</td>
<td>159,141</td>
<td>(159,141)</td>
</tr>
<tr>
<td><strong>Total public support and revenue</strong></td>
<td>$ 5,378,917</td>
<td>$ 1,452,763</td>
</tr>
<tr>
<td><strong>Expenses:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Program services:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Gross funds awarded</td>
<td>$ 1,984,614</td>
<td>$ 1,984,614</td>
</tr>
<tr>
<td>Less: donor designations</td>
<td>(622,635)</td>
<td>(622,635)</td>
</tr>
<tr>
<td>Community impact</td>
<td>1,361,979</td>
<td>1,361,979</td>
</tr>
<tr>
<td>HIV health planning</td>
<td>695,479</td>
<td>695,479</td>
</tr>
<tr>
<td><strong>Total program services</strong></td>
<td>3,628,032</td>
<td>3,628,032</td>
</tr>
<tr>
<td>Supporting services:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Management and general</td>
<td>500,972</td>
<td>500,972</td>
</tr>
<tr>
<td>Fund raising</td>
<td>569,998</td>
<td>569,998</td>
</tr>
<tr>
<td><strong>Total supporting services</strong></td>
<td>1,070,970</td>
<td>1,070,970</td>
</tr>
<tr>
<td><strong>Total operating expenses</strong></td>
<td>4,699,002</td>
<td>4,699,002</td>
</tr>
<tr>
<td><strong>Change in net assets from operations</strong></td>
<td>679,915</td>
<td>1,452,763</td>
</tr>
<tr>
<td><strong>Change in beneficial interest</strong></td>
<td>(9,633)</td>
<td>(9,633)</td>
</tr>
<tr>
<td><strong>Excess of assets acquired over liabilities assumed of Berwick United Way, net</strong></td>
<td>(62,203)</td>
<td>420,546</td>
</tr>
<tr>
<td><strong>Total change in net assets</strong></td>
<td>617,712</td>
<td>1,863,676</td>
</tr>
<tr>
<td><strong>Net assets, beginning</strong></td>
<td>4,186,963</td>
<td>9,555,953</td>
</tr>
<tr>
<td><strong>Net assets, ending</strong></td>
<td>$ 4,804,675</td>
<td>$ 11,419,629</td>
</tr>
</tbody>
</table>

See notes to financial statements
### UNITED WAY OF WYOMING VALLEY, PENNSYLVANIA
ALSO DI/BIA UNITED WAY OF SUSQUEHANNA COUNTY

### STATEMENT OF FUNCTIONAL EXPENSES

**YEAR ENDED JUNE 30, 2019**
*(WITH COMPARATIVE TOTALS FOR 2018)*

<table>
<thead>
<tr>
<th>Program Services</th>
<th>Supporting Services</th>
<th>Grand Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Community Impact</td>
<td>HIV/ODU Health Planning</td>
<td>Total</td>
</tr>
<tr>
<td><strong>Impact grants/awards</strong></td>
<td>$1,966,284</td>
<td>$1,969,284</td>
</tr>
<tr>
<td>Less: Donor designations</td>
<td>(606,411)</td>
<td>(606,411)</td>
</tr>
<tr>
<td><strong>Sub-total</strong></td>
<td>1,362,873</td>
<td>1,362,873</td>
</tr>
<tr>
<td>Salaries</td>
<td>283,017</td>
<td>201,412</td>
</tr>
<tr>
<td>Payroll Taxes</td>
<td>23,244</td>
<td>16,321</td>
</tr>
<tr>
<td>Employee Benefits</td>
<td>43,605</td>
<td>27,202</td>
</tr>
<tr>
<td><strong>Sub-total</strong></td>
<td>349,866</td>
<td>244,935</td>
</tr>
<tr>
<td>Contract services</td>
<td>3,348</td>
<td>1,553,050</td>
</tr>
<tr>
<td>Professional fees</td>
<td>37,872</td>
<td>3,750</td>
</tr>
<tr>
<td>Special events</td>
<td>11,469</td>
<td>11,469</td>
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<tr>
<td>Community programs</td>
<td>219,127</td>
<td>219,127</td>
</tr>
<tr>
<td>Direct assistance - individuals</td>
<td>11,251</td>
<td>358,690</td>
</tr>
<tr>
<td>Supplies</td>
<td>12,090</td>
<td>5,180</td>
</tr>
<tr>
<td>Telephone</td>
<td>3,505</td>
<td>2,059</td>
</tr>
<tr>
<td>Postage and shipping</td>
<td>1,265</td>
<td>858</td>
</tr>
<tr>
<td>Occupancy</td>
<td>33,860</td>
<td>24,210</td>
</tr>
<tr>
<td>Communication and marketing</td>
<td>6,260</td>
<td>6,260</td>
</tr>
<tr>
<td>Travel</td>
<td>7,937</td>
<td>3,217</td>
</tr>
<tr>
<td>Conferences</td>
<td>862</td>
<td>509</td>
</tr>
<tr>
<td>Gifts-in-kind</td>
<td>105,685</td>
<td>105,685</td>
</tr>
<tr>
<td>Miscellaneous</td>
<td>4,999</td>
<td>780</td>
</tr>
<tr>
<td>United Way dues</td>
<td>38,417</td>
<td>38,417</td>
</tr>
<tr>
<td><strong>Sub-total</strong></td>
<td>353,845</td>
<td>1,952,641</td>
</tr>
<tr>
<td>Depreciation expense</td>
<td>3,027</td>
<td>3,027</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>$2,069,611</td>
<td>$2,197,576</td>
</tr>
</tbody>
</table>

See notes to financial statements
### UNITED WAY OF WYOMING VALLEY, PENNSYLVANIA
ALSO DBIA UNITED WAY OF SUSQUEHANNA COUNTY

**STATEMENT OF FUNCTIONAL EXPENSES**

**YEAR ENDED JUNE 30, 2018**

<table>
<thead>
<tr>
<th>Program Services</th>
<th>Community Impact</th>
<th>HIV Health Planning</th>
<th>Total</th>
<th>Management &amp; General</th>
<th>Fund Raising</th>
<th>Total</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Impact grants/awards</td>
<td>$1,984,613</td>
<td>$1,984,613</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Less: Donor designations</td>
<td>(622,634)</td>
<td>(622,634)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Subtotal</strong></td>
<td><strong>1,361,979</strong></td>
<td><strong>1,361,979</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Salaries</td>
<td>256,166</td>
<td>160,938</td>
<td>417,104</td>
<td>219,920</td>
<td>208,384</td>
<td>428,304</td>
<td>845,408</td>
</tr>
<tr>
<td>Payroll taxes</td>
<td>21,134</td>
<td>13,201</td>
<td>34,335</td>
<td>17,370</td>
<td>17,364</td>
<td>34,734</td>
<td>69,069</td>
</tr>
<tr>
<td>Employee benefits</td>
<td>43,888</td>
<td>23,460</td>
<td>67,348</td>
<td>48,720</td>
<td>28,417</td>
<td>77,137</td>
<td>144,485</td>
</tr>
<tr>
<td><strong>Sub-total</strong></td>
<td><strong>321,188</strong></td>
<td><strong>197,599</strong></td>
<td><strong>518,787</strong></td>
<td><strong>266,010</strong></td>
<td><strong>254,165</strong></td>
<td><strong>540,175</strong></td>
<td><strong>1,058,962</strong></td>
</tr>
<tr>
<td>Contract services</td>
<td>94,332</td>
<td>1,122,624</td>
<td>1,216,956</td>
<td>6,909</td>
<td>1,916</td>
<td>8,825</td>
<td>1,225,781</td>
</tr>
<tr>
<td>Professional fees</td>
<td>29,831</td>
<td>3,840</td>
<td>33,671</td>
<td>85,891</td>
<td>16,927</td>
<td>102,818</td>
<td>136,499</td>
</tr>
<tr>
<td>Special events</td>
<td>1,414</td>
<td></td>
<td>1,414</td>
<td>76,407</td>
<td>76,407</td>
<td>77,821</td>
<td>177,549</td>
</tr>
<tr>
<td>Community programs</td>
<td>177,549</td>
<td></td>
<td>177,549</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Direct assistance - individuals</td>
<td>1,596</td>
<td>218,762</td>
<td>220,458</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Supplies</td>
<td>12,954</td>
<td>7,342</td>
<td>20,296</td>
<td>7,324</td>
<td>5,240</td>
<td>12,564</td>
<td>32,860</td>
</tr>
<tr>
<td>Telephone</td>
<td>3,097</td>
<td>1,286</td>
<td>4,383</td>
<td>4,086</td>
<td>2,437</td>
<td>6,523</td>
<td>10,906</td>
</tr>
<tr>
<td>Postage and shipping</td>
<td>1,424</td>
<td>835</td>
<td>2,260</td>
<td>1,422</td>
<td>2,492</td>
<td>3,914</td>
<td>6,174</td>
</tr>
<tr>
<td>Occupancy</td>
<td>31,725</td>
<td>15,481</td>
<td>47,206</td>
<td>33,150</td>
<td>34,287</td>
<td>67,437</td>
<td>114,643</td>
</tr>
<tr>
<td>Communication and marketing</td>
<td>2,701</td>
<td></td>
<td>2,701</td>
<td>86</td>
<td>33,312</td>
<td>34,398</td>
<td>36,099</td>
</tr>
<tr>
<td>Travel</td>
<td>4,892</td>
<td>1,949</td>
<td>6,841</td>
<td>4,159</td>
<td>4,499</td>
<td>8,658</td>
<td>15,499</td>
</tr>
<tr>
<td>Conferences</td>
<td>2,065</td>
<td></td>
<td>2,065</td>
<td>1,213</td>
<td>6,345</td>
<td>7,558</td>
<td>9,623</td>
</tr>
<tr>
<td>Gifts-in-kind</td>
<td></td>
<td></td>
<td>125,000</td>
<td>125,000</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Miscellaneous</td>
<td>7,929</td>
<td>855</td>
<td>8,784</td>
<td>20,422</td>
<td>5,311</td>
<td>25,733</td>
<td>34,517</td>
</tr>
<tr>
<td>United Way dues</td>
<td></td>
<td></td>
<td>41,869</td>
<td></td>
<td>41,869</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Sub-total</strong></td>
<td><strong>371,609</strong></td>
<td><strong>1,372,975</strong></td>
<td><strong>1,744,584</strong></td>
<td><strong>206,531</strong></td>
<td><strong>314,173</strong></td>
<td><strong>520,704</strong></td>
<td><strong>2,265,288</strong></td>
</tr>
<tr>
<td>Depreciation expense</td>
<td>2,682</td>
<td></td>
<td>2,682</td>
<td>8,431</td>
<td>1,660</td>
<td>10,091</td>
<td>12,773</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$2,057,458</strong></td>
<td><strong>$1,570,574</strong></td>
<td><strong>$3,628,032</strong></td>
<td><strong>$500,972</strong></td>
<td><strong>$569,998</strong></td>
<td><strong>$1,070,970</strong></td>
<td><strong>$4,698,002</strong></td>
</tr>
</tbody>
</table>

See notes to financial statements
## United Way of Wyoming Valley, Pennsylvania

### Also d/b/a United Way of Susquehanna County

## Statements of Cash Flows

### Years Ended June 30, 2019 and 2018

<table>
<thead>
<tr>
<th>Description</th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash flows from operating activities:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Change in net assets from operations</td>
<td>$1,489,892</td>
<td>$2,123,045</td>
</tr>
<tr>
<td>Adjustments:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Depreciation</td>
<td>12,107</td>
<td>12,773</td>
</tr>
<tr>
<td>Realized and unrealized investment gains, net</td>
<td>(738,409)</td>
<td>(646,248)</td>
</tr>
<tr>
<td>Change in beneficial interest in assets held by Central Susquehanna Community Foundation</td>
<td>732</td>
<td>9,633</td>
</tr>
<tr>
<td>(Increase) decrease in:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Pledges receivable</td>
<td>(3,988)</td>
<td>94,999</td>
</tr>
<tr>
<td>Accounts receivable</td>
<td>13,993</td>
<td>(5,411)</td>
</tr>
<tr>
<td>Grants receivable</td>
<td>(354,169)</td>
<td>(54,031)</td>
</tr>
<tr>
<td>Other assets</td>
<td>(4,995)</td>
<td>27,109</td>
</tr>
<tr>
<td>Increase (decrease) in:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Allocations and designations payable</td>
<td>(173,627)</td>
<td>(100,995)</td>
</tr>
<tr>
<td>Grants payable</td>
<td>87,726</td>
<td>(16,589)</td>
</tr>
<tr>
<td>Accounts payable and accrued expenses</td>
<td>6,940</td>
<td>2,397</td>
</tr>
<tr>
<td>Other liabilities</td>
<td>(6,983)</td>
<td>5,020</td>
</tr>
<tr>
<td><strong>Net cash provided by operating activities</strong></td>
<td>329,219</td>
<td>1,451,702</td>
</tr>
<tr>
<td>Cash flows from investing activities:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Additions to property and equipment</td>
<td>(7,693)</td>
<td></td>
</tr>
<tr>
<td>Purchase of investments</td>
<td>(3,314,607)</td>
<td>(3,408,161)</td>
</tr>
<tr>
<td>Proceeds from sale of investments</td>
<td>2,855,762</td>
<td>2,006,458</td>
</tr>
<tr>
<td>Cash acquired from Berwick United Way</td>
<td></td>
<td>65,429</td>
</tr>
<tr>
<td><strong>Net cash used in investing activities</strong></td>
<td>(466,537)</td>
<td>(1,336,274)</td>
</tr>
<tr>
<td>Net increase (decrease) in cash</td>
<td>(137,318)</td>
<td>115,428</td>
</tr>
<tr>
<td>Cash at beginning of year</td>
<td>1,183,515</td>
<td>1,068,087</td>
</tr>
<tr>
<td>Cash at end of year</td>
<td>$1,046,197</td>
<td>$1,183,515</td>
</tr>
</tbody>
</table>

See notes to financial statements
Non-cash activity:
On April 1, 2018, United Way of Wyoming Valley also D/B/A United Way of Susquehanna County acquired 100% of Berwick Area United Way, Pennsylvania

The fair values of the assets and liabilities at the date of acquisition are presented below.

<table>
<thead>
<tr>
<th>Description</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
<td>$ 65,429</td>
</tr>
<tr>
<td>Campaign pledges receivable, net of allowance for uncollectibles of $5,013</td>
<td>120,320</td>
</tr>
<tr>
<td>Beneficial interest in assets held by Central Susquehanna Community Foundation</td>
<td>300,226</td>
</tr>
<tr>
<td>Allocations and designations payable</td>
<td>(116,434)</td>
</tr>
<tr>
<td>Accrued payroll and other</td>
<td>(3,098)</td>
</tr>
<tr>
<td>Other liabilities</td>
<td>(8,100)</td>
</tr>
<tr>
<td>Net assets acquired</td>
<td>$ 358,343</td>
</tr>
</tbody>
</table>

See notes to financial statements
UNIVERSITY WAY OF WYOMING VALLEY, PENNSYLVANIA
ALSO D/B/A UNITED WAY OF SUSQUEHANNA COUNTY
NOTES TO FINANCIAL STATEMENTS
YEARS ENDED JUNE 30, 2019 AND 2018

NOTE 1 Activities and summary of significant accounting policies

Nature of activities
The United Way of Wyoming Valley, Pennsylvania also D/B/A United Way of Susquehanna County (the "Organization") is a non-profit corporation formed in March 1956. The purpose of this corporation is to assess on a continuing basis the need for health and human service programs, especially as these relate to childhood poverty, foster cooperation among local, state and federal agencies serving the community and to raise funds among individuals, business enterprises, trusts and foundations for the benefit of the education and health of children, the financial stability of families and safety net services for the community.

The organization acquired the Berwick United Way on April 1, 2018. The transaction was accounted for as an acquisition with the related assets and liabilities recognized at their fair values at the time of closing. Per agreement, this transaction was made without the payment of any purchase price and no future consideration is to be exchanged.

Basis of accounting
The financial statements of the Organization have been prepared on the accrual basis of accounting. Revenues and expenses are recognized and recorded when earned or incurred. The financial statements reflect net assets and activities that are without and with donor restrictions.

Basis of presentation
Financial statement presentation follows the requirements of generally accepted accounting principles as they relate to a Pennsylvania not-for-profit. Therefore, the Organization is required to report information regarding its financial position and activities according to classes of net assets that are without donor and with donor restrictions:

Net assets without donor restrictions
Net assets available for use in general operations and are not subject to donor restrictions. The only limits on net assets without donor restrictions are those resulting from the nature of the organization and its purpose. Assets restricted solely through the actions of the board are reported as net assets without donor restrictions, board-designated.

At June 30, 2019 and 2018 net assets that are not subject to donor-imposed restrictions and may be designated for specific purposes by action of the Board of Directors Board to be used for future community impact and safety net opportunities was $4,497,795 and $3,903,061, respectively.

Net assets with donor restrictions
Purpose restricted net assets are subject to donor-imposed stipulations that may be fulfilled by actions of the Organization or the passage of time.

Perpetual in nature net assets have been restricted by donors to be maintained in perpetuity as interpreted by the legal designation of endowment in Pennsylvania. These assets consist of endowment funds and investment earnings and the realized and unrealized gains and losses on the investment portfolio related to net assets with donor
Restrictions that are perpetual in nature. As provided by Pennsylvania law, an annual amount of net assets with donor restrictions that are perpetual in nature available for spending is determined and transferred to net assets without donor restrictions that are undesignated. The Organization has adopted investment and spending policies for endowment assets that attempt to provide a constant stream of funding. These assets are invested in a manner that is intended to produce positive results, while assuming a moderate level of investment risk.

Support and revenue are reported as increases in net assets without donor restrictions unless use of the related assets is limited by donor-imposed restrictions that are not fulfilled in the accounting period or if there are perpetual donor restrictions. All expenses and losses are reported as decreases in net assets without donor restrictions. Expirations of net assets with donor restrictions, that is, the expiration of the donor-imposed stipulated purpose or the elapsing of the specified time period, are reported as net assets released from restrictions. Net assets with donor restrictions that are purpose restricted at June 30, 2019 and 2018 and such amounts released from restrictions in 2019 and 2018 principally consist of amounts that are time restricted because they represent outstanding pledges receivable at year end that are otherwise unrestricted.

Conditional promises to give are not recognized until they become unconditional, that is, when the conditions on which they depend are substantially met. Contributions and promises to give subject to donor-imposed restrictions are recorded as donor restricted support until the donor-imposed restriction has been fulfilled or the stipulated time period has elapsed. Contributions, promises to give and investment results subject to donor-imposed stipulations that the corpus be maintained in perpetuity are recognized as increases in net assets with donor restrictions that are perpetual in nature.

Pledges receivable
The majority of the promises to give are received from a broad base of Northeastern Pennsylvania residents and organizations as a result of the annual campaign and are due within one year. An allowance for uncollectible promises to give is based on management's evaluation of potential uncollectible pledges. Legally enforceable pledges and contributions, less an allowance for uncollectible amounts, are recorded as pledges and revenue in the year made unless the pledge or contribution contains a donor-imposed condition. Conditional pledges and contributions are recognized when the conditions upon which they depend are substantially met.

Investments
Investments are measured at fair market value in the statement of financial position. Investment income (including realized gains and losses on investments, unrealized gains and losses on investments, interest, and dividends) is included in the determination of changes in net assets in the statement of activities. Interest income is measured as earned on the accrual basis. Dividends are measured based on the ex-dividend date. Purchases and sales of securities and realized gains and losses are recorded on a trade-date basis.

Donated services and equipment
A substantial number of unpaid volunteers have made significant contributions of their time to the Organization. The value of their time is not reflected in the financial statements because it does not meet the current requirements for accounting recognition.
Contributed equipment and other in-kind contributions are reflected as contributions at their estimated fair value on the date of contribution.

Property and equipment
Property and equipment are stated at cost or, if donated, at estimated fair value at the date of the donation. Depreciation is computed using the straight-line method over the estimated useful lives.

Allocations payable
Allocations payable represent the amount of financial support that has been pledged to be given to specified participating agencies by the Allocations Committee of the Board of Directors. If, for any reason, the budgeted amount has not been fully disbursed to the participating agency, the remaining portion of the undistributed allocation is returned to the net assets without donor restrictions for future allocations. Allocations payable were approximately $1,505,000 at June 30, 2019 and $1,687,000 at June 30, 2018.

Use of estimates
The preparation of financial statements in accordance with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect certain reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Statement of functional expenses
The costs of providing various program and supporting services have been summarized on a functional basis in the statement of functional expenses. The Statement of Functional Expenses presents the natural classification of expense by function. Certain categories of expenses are attributable to more than one program or supporting function. Therefore, these expenses require allocation on a reasonable basis that is consistently applied. Accordingly, certain costs have been allocated among the programs and supporting services benefited. Expenses directly related to either the programs or supporting services are assigned to the programs or other applicable services. Expenses that are allocated are done on the basis of estimates of time and effort.

Income taxes
The Organization has been recognized as exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code and qualifies as a publicly supported organization as defined within Sections 509(a)(9) and 170(b)(1)(A)(vi). The Organization follows the guidance of Accounting Standards Codification (ASC) 740, Accounting for Income Taxes, related to uncertain income taxes, which prescribes a threshold of more likely than not for recognition and derecognition of tax positions taken or expected to be taken in a tax return. All significant tax positions have been considered by management. It has been determined that it is more likely than not that all tax positions would be sustained upon examination by taxing authorities. The Organization has open tax years from 2016-2019.
Commtiments and contingencies
The Organization participates in several grant and contract programs, which are governed by various rules and regulations of the grantor agencies. Costs charged to the respective grant programs are subject to audit and adjustment by the grantor agencies; therefore, to the extent that the Organization has not complied with the rules and regulations governing the grants and contracts, refunds of any money received may be required, and the collectability of any related receivable may be impaired. Management does not believe there are any significant contingent liabilities relating to compliance with the rules and regulations governing the respective grants and contracts.

Reclassifications
Certain financial statement and note information from the prior year financial statements has been reclassified to conform with the current year presentation.

Recently adopted accounting standards
The Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) No. 2016-14, Presentation of Financial Statements for Not-for-Profit Entities. The Organization adopted the provisions of this new standard during the year ended June 30, 2019. In addition to changes in terminology used to describe categories of net assets throughout the financial statements, new disclosures were added regarding liquidity and the availability of resources (Note 7), and provisions related to functional allocation of expenses were expanded and are included in these financial statements as separate statements. The accompanying information from the 2018 financial statements has been restated to conform to the 2019 presentation and disclosure requirements of ASU No. 2016-14.

Recently issued accounting pronouncements
The FASB issued ASU No. 2014-09, Revenue from Contracts with Customers (Topic 606). This ASU replaces nearly all existing U.S. GAAP guidance on revenue recognition. In August 2015, the FASB issued ASU No. 2015-14, Revenue from Contracts with Customers: Topic 606: Deferral of Effective Date. This standard delays the effective date for non-public entities to fiscal years beginning after December 15, 2018. The Organization is evaluating the impact the pronouncement may have on the financial statements.

The FASB issued ASU No. 2016-02, Leases (Topic 842). ASU No. 2016-02 was issued to increase transparency and comparability among organizations by recognizing lease assets and lease liabilities on the statements of financial position and disclosing key information about leasing arrangements. Under the provisions of ASU No. 2016-02, a lessee is required to recognize a right-to-use asset and lease liability, initially measured at the present value of the lease payments, in the statements of financial positions. In addition, lessees are required to provide qualitative and quantitative disclosures that enable users to understand more about the nature of the Organization’s leasing activities. The Organization will be required to adopt the guidance in 2021. The Organization is assessing the impact this standard will have on its financial statements.
NOTES TO FINANCIAL STATEMENTS
YEARS ENDED JUNE 30, 2019 AND 2018

The FASB issued ASU No. 2018-08, Not-for-Profit Entities (Topic 958) Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made. The amendments in ASU No. 2018-08 provide guidance on determining whether a transaction should be accounted for as a contribution or as an exchange transaction, determining whether a contribution is conditional, and modifies the simultaneous release option currently in GAAP, which allows a not-for-profit organization to recognize a restricted contribution directly in net assets without donor restrictions if the restriction is met in the same period that the revenue is recognized. This election may now be made for all restricted contributions that were initially classified as conditional without having to elect it for all other restricted contributions and investment returns. The amendments are effective for fiscal years beginning after December 15, 2018. Management is currently evaluating the impact of this standard on the Organization’s financial statements.

NOTE 2 Investments

A summary of investments at June 30, 2019 and 2018 are as follows:

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Equities</td>
<td>$12,409,161</td>
<td>$11,141,907</td>
</tr>
<tr>
<td>U.S. Treasury Notes</td>
<td>2,177,109</td>
<td>1,371,570</td>
</tr>
<tr>
<td>Corporate Bonds or Bond Funds</td>
<td>1,597,631</td>
<td>2,065,681</td>
</tr>
<tr>
<td>U.S. Government Agency Bonds</td>
<td>97,966</td>
<td>959,907</td>
</tr>
<tr>
<td>Certificates of Deposit</td>
<td>623,254</td>
<td>99,463</td>
</tr>
<tr>
<td>Money Market Funds</td>
<td>24,482</td>
<td>93,822</td>
</tr>
<tr>
<td><strong>Total market value</strong></td>
<td><strong>16,929,603</strong></td>
<td><strong>15,732,350</strong></td>
</tr>
<tr>
<td><strong>Cost less then market</strong></td>
<td><strong>(3,616,194)</strong></td>
<td><strong>(2,765,080)</strong></td>
</tr>
<tr>
<td><strong>Total cost</strong></td>
<td><strong>$13,313,409</strong></td>
<td><strong>$12,967,270</strong></td>
</tr>
</tbody>
</table>

Accounting principles generally accepted in the United States of America establish a framework for measuring fair value. That framework provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (level 1 measurements) and the lowest priority to unobservable inputs (level 3 measurements). The three levels of the fair value hierarchy 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:
UNITED WAY OF WYOMING VALLEY, PENNSYLVANIA
ALSO D/B/A UNITED WAY OF SUSQUEHANNA COUNTY

NOTES TO FINANCIAL STATEMENTS
YEARS ENDED JUNE 30, 2019 AND 2018

- quoted prices for similar assets or liabilities in active markets;
- quoted prices for identical or similar assets or 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 by other means.

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

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

Following is a description of the valuation methodologies used for assets measured at fair value, on a recurring basis. There have been no changes to the methodologies used at June 30, 2019 and 2018.

Equities: Primarily consist of mutual funds not covered by FDIC insurance that are held at financial service firms. The mutual funds and other investments are valued at quoted market prices, which for mutual funds represent the net asset value of shares held by the Organization on the last day of the fiscal year, which is the basis for transactions at that date. Total equities reported as Level 1 investment assets based on quoted prices at June 30, 2019 and 2018 were $12,409,161 and $11,141,907, respectively.

U.S. Government/Treasury and corporate bonds: Valued by the number of bonds held times the quoted closing price at valuation date. Total U.S. Government/Treasury and corporate bonds reported as Level 2 investment assets based on other significant observable inputs at June 30, 2019 and 2018 were $3,872,706 and $4,397,158, respectively.

Certificates of deposit and money market: Valued at cost plus accrued interest, which approximates fair value. Total certificates of deposit and money market accounts reported as Level 1 investments assets and at June 30, 2019 and 2018 were $647,736 and $193,285, respectively.

The Organization invests in various investment securities. Investment securities are exposed to various risks such as interest rate, market, and credit risks. Due to the level of risk associated with certain investment securities, it is at least reasonably possible that changes in the values of investment securities will occur in the near term and that such changes could materially affect the amounts reported in the statement of financial position.
The Organization’s investment assets at fair value for Level 1 Investments were $13,056,897 and $11,335,192 and for Level 2 investments were $3,872,706 and $4,397,158 as of June 30, 2019 and 2018, respectively.

Investment return at June 30, 2019 and 2018 is summarized as follows:

<table>
<thead>
<tr>
<th></th>
<th>2019 Without donor restrictions</th>
<th>With donor restrictions</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unrealized gain</td>
<td>$303,337</td>
<td>$548,508</td>
<td>$851,845</td>
</tr>
<tr>
<td>Realized loss</td>
<td>(40,071)</td>
<td>(72,633)</td>
<td>(112,704)</td>
</tr>
<tr>
<td>Interest and dividend income</td>
<td>185,135</td>
<td>311,056</td>
<td>496,191</td>
</tr>
<tr>
<td>Less: Management fees</td>
<td>(9,479)</td>
<td>(15,350)</td>
<td>(24,829)</td>
</tr>
<tr>
<td>Investment return</td>
<td>$438,922</td>
<td>$771,581</td>
<td>$1,210,503</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>2018 Without donor restrictions</th>
<th>With donor restrictions</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unrealized gain</td>
<td>$190,469</td>
<td>$335,390</td>
<td>$525,859</td>
</tr>
<tr>
<td>Realized gain</td>
<td>45,547</td>
<td>84,475</td>
<td>130,022</td>
</tr>
<tr>
<td>Interest and dividend income</td>
<td>149,819</td>
<td>277,867</td>
<td>427,686</td>
</tr>
<tr>
<td>Less: Management fees</td>
<td>(9,122)</td>
<td>(16,920)</td>
<td>(26,042)</td>
</tr>
<tr>
<td>Investment return</td>
<td>$376,713</td>
<td>$680,812</td>
<td>$1,057,525</td>
</tr>
</tbody>
</table>

NOTE 3  Endowment Fund

The purpose of the endowment fund is to add long-term financial stability to the Organization and allow the Organization to advance its community impact agenda.

As required by accounting principles generally accepted in the United States of America, net assets associated with endowment funds are classified and reported based on the existence or absence of donor-imposed restrictions.

The Organization has interpreted Pennsylvania law as requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds absent explicit donor stipulations to the contrary. As a result of this interpretation, the Organization classifies as donor restricted net assets (a) the original value of gifts donated to the permanent
endowment, (b) the original value of subsequent gifts to the permanent endowment, and (c) accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund.

The Organization has adopted investment and spending policies for endowment assets that seek to subject the funds to moderate investment risk while providing a continuous stream of funding in support of their programs. The board has approved an annual transfer to be made from the endowments to the without donor restriction net assets of the Organization, which is based on the fair market value of the endowments, calculated on the basis of market values averaged over a period of the preceding 36 months, historically 2% but not to exceed 4%.

The composition of the endowment fund by net asset class and the change in endowment fund by net assets as of June 30, 2019 and 2018 is as follows:

<table>
<thead>
<tr>
<th>Net Asset Class</th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Endowment fund by net asset class,</td>
<td>$8,598,927</td>
<td>$10,120,598</td>
</tr>
<tr>
<td>Contributions</td>
<td>1,000,000</td>
<td></td>
</tr>
<tr>
<td>Unrealized gain</td>
<td>335,390</td>
<td></td>
</tr>
<tr>
<td>Realized gain</td>
<td>84,475</td>
<td></td>
</tr>
<tr>
<td>Interest and dividend income</td>
<td>277,867</td>
<td></td>
</tr>
<tr>
<td>Management fees</td>
<td>(16,920)</td>
<td></td>
</tr>
<tr>
<td>Investment return, net</td>
<td>680,812</td>
<td></td>
</tr>
<tr>
<td>Less: amounts appropriated for</td>
<td>(159,141)</td>
<td></td>
</tr>
<tr>
<td>expenditure</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Endowment fund by net asset class,</td>
<td>$10,715,128</td>
<td></td>
</tr>
<tr>
<td>June 30, 2019</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Unrealized gain</td>
<td>548,508</td>
<td></td>
</tr>
<tr>
<td>Realized loss</td>
<td>(72,633)</td>
<td></td>
</tr>
<tr>
<td>Interest and dividend income</td>
<td>311,056</td>
<td></td>
</tr>
<tr>
<td>Management fees</td>
<td>(15,350)</td>
<td></td>
</tr>
<tr>
<td>Investment return, net</td>
<td>771,581</td>
<td></td>
</tr>
<tr>
<td>Less: amounts appropriated for</td>
<td>(177,051)</td>
<td></td>
</tr>
<tr>
<td>expenditure</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

With donor restrictions
NOTE 4 Beneficial interest in assets held by Central Susquehanna Community Foundation

Berwick United Way contributed to a fund administered by the Central Susquehanna Community Foundation ("CSCF"). CSCF matched a portion of the Berwick United Way’s contribution. The balances at June 30, 2019 and 2018 were $289,861 and $290,593, respectively.

Berwick United Way will receive annual income from the fund based upon a spending policy set by CSCF. The present spending policy provides for income distributions of 5.5% (including CSCF’s management fee) of the average quarterly value of the fund.

Under terms of the agreement, CSCF has variance power and may modify any restriction or condition on the distribution of funds for any specified charitable purpose or to any specified organization if, in the sole judgement of the governing body (without necessity of court approval), such restriction or condition becomes, in effect, unnecessary, incapable of fulfillment, or inconsistent with the charitable needs of the area served. Pursuant Accounting Standards Codification (ASC) 605, Revenue Recognition, Berwick United Way recognizes only the amount it contributed to the fund and related earnings as an asset in the accompanying statement of financial position. The remaining assets held in this fund are not reported in the accompanying statement of financial position.

Berwick United Way’s fair value hierarchy for those assets measured at fair value on a recurring basis at June 30, 2019 and 2018 for level 2 was $289,861 and $290,593, respectively.

NOTE 5 Retirement plan

The Organization has a defined contribution plan which provides retirement benefits for employees who meet the requirements of the plan. The Organization’s contribution, which is based on 9% of the employee’s annual compensation and is charged against operations as incurred, amounted to $68,679 in 2019 and $71,613 in 2018.

NOTE 6 Commitments and cash concentration

The Organization leases office space for $6,000 per month and the lease expires September 30, 2024. Rent expense for this lease and other leases for the years ended June 30, 2019 and 2018 was $72,000.

The Organization maintains its cash in six commercial banks. Total cash balances per bank are insured by the Federal Deposit Insurance Corporation (FDIC) up to statutory limits.

NOTE 7 Disclosures on liquidity and availability

The Organization monitors its liquidity so that it is able to meet its operating needs and other contractual commitments. It meets these operating needs and contractual commitments through its program revenue and structuring its financial assets to be available as its general expenditures, liabilities, and other obligations come due. The Organization’s financial assets available within one year of June 30, 2019 for general expenditure consist of:
## UNITED WAY OF WYOMING VALLEY, PENNSYLVANIA
ALSO D/B/A UNITED WAY OF SUSQUEHANNA COUNTY

### NOTES TO FINANCIAL STATEMENTS

YEARS ENDED JUNE 30, 2019 AND 2018

Financial assets:
- Cash $1,046,197
- Campaign pledges, net 869,360
- Grants receivable 631,395
- Investments 16,929,603

Financial assets at year end 19,476,555

Less those unavailable for general expenditure within one year due to:
- Restricted by donors in perpetuity $(10,715,128)
- Restricted by donors with purpose restrictions $(1,422,607)
- Board designated for future community impact and safety net opportunities $(5,576,460)

Plus distribution from beneficial interest in assets held by
- Susquehanna Community Foundation (5.5%) 15,942

Plus endowment transfer for use over the next 12 months
(historically 2% of 3 year average endowment balance) 196,175

Financial assets available to meet cash needs for
general expenditures within one year $1,974,477

The Organization’s endowment funds consist of donor-restricted endowments that are perpetual in nature or purpose restricted. Income from donor-restricted endowments is restricted for specific purposes, with the exception of the amounts available for general use. Donor-restricted endowment funds are not available for general expenditure.

Although the board designated net assets of $5,576,460 are not included in the total financial assets available to meet cash needs for general expenditures within one year above and the board is not intending to spend from the board designated net assets (other than amounts appropriated for general expenditure as part of the board’s appropriation process), these amounts could be made available if necessary.

### NOTE 8 Subsequent events

Management has evaluated subsequent activity through November 13, 2019, which is the date these financial statements were available to be issued. There were no subsequent events that would require disclosure.
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

Board of Directors
United Way of Wyoming Valley, Pennsylvania also
D/B/A United Valley of Susquehanna County
Wilkes-Barre, 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 the United Way of Wyoming Valley, Pennsylvania also D/B/A United Way of Susquehanna County (a nonprofit corporation) (the “Organization”), which comprise the statement of financial position as of June 30, 2019, and the related statement of activities, functional expenses and cash flows for the year then ended and the related notes to the financial statements and have issued our report thereon dated November 13, 2019.

Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered the Organization’s internal control over financial reporting (internal control) to determine 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 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 or 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 the Organization'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 determination of financial statement amounts. 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 Organization'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 Organization's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Kromick Kalada Bedy & Co
Kingston, Pennsylvania
November 13, 2019