

UNITED WAY OF SOUTHWEST MINNESOTA
MARSHALL, MINNESOTA
FINANCIAL STATEMENTS
JUNE 30, 2018 AND 2017



**DANA F. COLE
& COMPANY** LLP
CERTIFIED PUBLIC ACCOUNTANTS

UNITED WAY OF SOUTHWEST MINNESOTA
MARSHALL, MINNESOTA
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**DANA F. COLE
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CERTIFIED PUBLIC ACCOUNTANTS

INDEPENDENT AUDITORS' REPORT

To the Board of Directors
United Way of Southwest Minnesota

We have audited the accompanying financial statements of United Way of Southwest Minnesota (a nonprofit organization), which comprise the statements of financial position as of June 30, 2018 and 2017, and the related statements of activities and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

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

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

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

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of United Way of Southwest Minnesota as of June 30, 2018 and 2017, and the changes in its net assets and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

Other Matter

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The supplementary information on pages 16 - 19 is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

Dana J Cole + Company, LLP

Marshall, Minnesota
September 7, 2018

UNITED WAY OF SOUTHWEST MINNESOTA
MARSHALL, MINNESOTA
STATEMENTS OF FINANCIAL POSITION
JUNE 30, 2018 AND 2017

	ASSETS		2018	2017
CURRENT ASSETS				
Cash			278,531	373,003
Investments - short-term			278,826	176,657
Receivable from United Way Worldwide				1,380
Contributions receivable (net of allowance for uncollectible accounts of \$21,796 for 2018 and \$21,425 for 2017)			111,414	111,876
Prepaid expenses			7,685	7,569
Inventory			2,190	
Total current assets			<u>678,646</u>	<u>670,485</u>
PROPERTY AND EQUIPMENT, net of accumulated depreciation of \$11,036 for 2018 and \$9,812 for 2017			<u>8,073</u>	<u>9,286</u>
TOTAL ASSETS			<u>686,719</u>	<u>679,771</u>
LIABILITIES AND NET ASSETS				
CURRENT LIABILITIES				
Accounts payable and accrued liabilities				3,108
Distributions to charities payable			238,585	261,559
Total current liabilities			<u>238,585</u>	<u>264,667</u>
NET ASSETS				
Unrestricted				
Unrestricted			47,420	42,289
Unrestricted - board-designated			289,300	260,939
Total unrestricted			<u>336,720</u>	<u>303,228</u>
Temporarily restricted				
Contributions receivable			<u>111,414</u>	<u>111,876</u>
Total net assets			<u>448,134</u>	<u>415,104</u>
TOTAL LIABILITIES AND NET ASSETS			<u>686,719</u>	<u>679,771</u>

See accompanying notes to financial statements.

UNITED WAY OF SOUTHWEST MINNESOTA
MARSHALL, MINNESOTA
STATEMENT OF ACTIVITIES
YEAR ENDED JUNE 30, 2018

	Unrestricted	Temporarily Restricted	Total
REVENUES AND OTHER SUPPORT			
Net campaign results	499,380	111,414	610,794
Satisfaction of restrictions: Time	111,876	(111,876)	
Investment income	4,659		4,659
Reimbursements	12,755		12,755
In-kind contributions	3,336		3,336
Internal program income	150		150
Total revenues and other support	<u>632,156</u>	<u>(462)</u>	<u>631,694</u>
EXPENSES			
Program			
Distributions to charities	372,146		372,146
Other program expenses	<u>124,528</u>		<u>124,528</u>
Total program	<u>496,674</u>		<u>496,674</u>
Supporting services			
Management and general	33,174		33,174
Fundraising	<u>68,816</u>		<u>68,816</u>
Total supporting services	<u>101,990</u>		<u>101,990</u>
Total expenses	<u>598,664</u>		<u>598,664</u>
CHANGE IN NET ASSETS	33,492	(462)	33,030
NET ASSETS, beginning of year	<u>303,228</u>	<u>111,876</u>	<u>415,104</u>
NET ASSETS, end of year	<u>336,720</u>	<u>111,414</u>	<u>448,134</u>

See accompanying notes to financial statements.

UNITED WAY OF SOUTHWEST MINNESOTA
MARSHALL, MINNESOTA
STATEMENT OF ACTIVITIES
YEAR ENDED JUNE 30, 2017

	Unrestricted	Temporarily Restricted	Total
REVENUES AND OTHER SUPPORT			
Net campaign results	484,080	111,876	595,956
Satisfaction of restrictions: Time	112,398	(112,398)	
Investment income	3,686		3,686
Reimbursements	22,400		22,400
In-kind contributions	2,380		2,380
Internal program income	6,128		6,128
Miscellaneous income	246		246
Total revenues and other support	<u>631,318</u>	<u>(522)</u>	<u>630,796</u>
EXPENSES			
Program			
Distributions to charities	405,347		405,347
Other program expenses	<u>123,267</u>		<u>123,267</u>
Total program	<u>528,614</u>		<u>528,614</u>
Supporting services			
Management and general	32,315		32,315
Fundraising	<u>66,275</u>		<u>66,275</u>
Total supporting services	<u>98,590</u>		<u>98,590</u>
Total expenses	<u>627,204</u>		<u>627,204</u>
CHANGE IN NET ASSETS	4,114	(522)	3,592
NET ASSETS, beginning of year	<u>299,114</u>	<u>112,398</u>	<u>411,512</u>
NET ASSETS, end of year	<u><u>303,228</u></u>	<u><u>111,876</u></u>	<u><u>415,104</u></u>

See accompanying notes to financial statements.

UNITED WAY OF SOUTHWEST MINNESOTA
MARSHALL, MINNESOTA
STATEMENTS OF CASH FLOWS
FOR THE YEARS ENDED JUNE 30, 2018 AND 2017

	2018	2017
CASH FLOWS FROM OPERATING ACTIVITIES		
Cash received from contributors	612,786	602,587
Other receipts	12,755	22,646
Investment income	4,659	3,686
Cash paid to suppliers and employees	<u>(620,885)</u>	<u>(636,554)</u>
Net cash provided by (used in) operating activities	<u>9,315</u>	<u>(7,635)</u>
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchase of equipment	(1,618)	(1,279)
Proceeds from sale of investments	344,209	151,278
Purchase of investments	<u>(446,378)</u>	<u>(76,561)</u>
Net cash provided by (used in) investing activities	<u>(103,787)</u>	<u>73,438</u>
NET INCREASE (DECREASE) IN CASH	(94,472)	65,803
CASH, beginning of year	<u>373,003</u>	<u>307,200</u>
CASH, end of year	<u><u>278,531</u></u>	<u><u>373,003</u></u>

UNITED WAY OF SOUTHWEST MINNESOTA
MARSHALL, MINNESOTA
STATEMENTS OF CASH FLOWS
FOR THE YEARS ENDED JUNE 30, 2018 AND 2017

	2018	2017
Reconciliation of Change in Net Assets to Net Cash Provided by (Used in) Operating Activities		
Change in net assets	<u>33,030</u>	<u>3,592</u>
Adjustments to reconcile change in net assets to net cash provided by (used in) operating activities:		
Depreciation	2,831	2,803
(Increase) decrease in:		
Receivable from United Way Worldwide	1,380	(19)
Contributions receivable	462	522
Prepaid expenses	(116)	(2,219)
Inventory	(2,190)	
Increase (decrease) in:		
Accounts payable and accrued liabilities	(3,108)	(7,243)
Distributions to charities payable	<u>(22,974)</u>	<u>(5,071)</u>
Net adjustments	<u>(23,715)</u>	<u>(11,227)</u>
Net cash provided by (used in) operating activities	<u>9,315</u>	<u>(7,635)</u>

See accompanying notes to financial statements.

UNITED WAY OF SOUTHWEST MINNESOTA
MARSHALL, MINNESOTA
NOTES TO FINANCIAL STATEMENTS

NOTE 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Nature of Organization

United Way of Southwest Minnesota is a Minnesota nonprofit corporation. It is a local autonomous 501(c)(3) organization working to create lasting changes in people's lives and the communities in Lincoln, Lyon, Murray, Yellow Medicine, and portions of Cottonwood, Lac qui Parle, Nobles, and Redwood counties of Minnesota.

Financial Statement Presentation

Financial statement presentation follows the recommendations of the FASB ASC 958-205, *Financial Statements of Not-for-Profit Organizations*. Under this standard, the Organization is required to report information regarding its financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets.

Unrestricted Net Assets

Revenues are reported as increases in unrestricted net assets unless use of the related assets is limited by donor-imposed restrictions. Expenses are reported as decreases in unrestricted net assets. Gains or losses on investments and any other assets or liabilities are reported as increases in unrestricted net assets unless their use is limited by donor stipulation or by laws.

Temporarily Restricted Net Assets

Temporarily restricted net assets include gifts for which donor-imposed restrictions have not been met, trust activity, deferred gifts, and pledges receivable for which the ultimate purpose of the proceeds is not permanently restricted or determined.

Permanently Restricted Net Assets

Permanently restricted net assets include gifts, trusts, and pledges receivable, which require by donor restriction that the corpus be invested in perpetuity and only the income be made available for program operations in accordance with donor.

The Organization has only unrestricted and temporarily restricted net assets.

UNITED WAY OF SOUTHWEST MINNESOTA
MARSHALL, MINNESOTA
NOTES TO FINANCIAL STATEMENTS

NOTE 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Contributions

The Organization utilizes FASB ASC 958-605, *Not-for-Profit Entities Revenue Recognition*. FASB ASC 958-605 requires that unconditional promises to give (pledges) be recorded as receivables and revenues and requires the Organization to distinguish between contributions received for each net asset category in accordance with donor-imposed restrictions. Conditional promises to give are recognized only when the conditions on which they depend are substantially met and the promises become unconditional.

Contributed Materials and Services

The Organization records various types of in-kind contributions. Contributed services are recognized at fair market value if the services received (a) create or enhance long-lived assets or (b) require specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation. Contributions of tangible assets are recognized at fair market value when received. The amounts reflected in the accompanying financial statements as in-kind contributions are offset by like amounts included in expenses or additions to property and equipment.

Volunteers

Many individuals volunteer their time and perform a variety of tasks that assist the Organization with its operations. Management estimates that it receives the equivalent in volunteer hours of one full-time worker. The volunteer hours have not been recorded in the financial statements since those services do not meet the criteria for recognition.

Use of Estimates

The preparation of financial statements in accordance with accounting principles generally accepted in the United States 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 during the reporting period. Actual results could differ from those estimates.

Cash and Cash Equivalents

For purposes of the statements of cash flows, the Organization considers all highly liquid debt instruments purchased with a maturity of three months or less to be cash equivalents. At June 30, 2018 and 2017, the Organization had no cash equivalents.

UNITED WAY OF SOUTHWEST MINNESOTA
MARSHALL, MINNESOTA
NOTES TO FINANCIAL STATEMENTS

NOTE 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Contributions Receivable

The Organization uses the allowance method to account for uncollectible contributions receivable.

Inventory

Inventories are valued at the lower of cost or net realizable value. Cost is determined using the first-in, first-out (FIFO) method.

Certificate of Deposit

The Organization invests cash in excess of its immediate needs in certificates of deposit which are reported as short-term investments in the statement of financial position. The certificates of deposit are reported at cost plus accrued interest, which closely approximates fair value, due to the short-term nature of these investments.

Property and Equipment

Property and equipment are stated at cost, if purchased, or fair value, if donated. Major expenditures for property and those which substantially increase useful lives are capitalized. Maintenance, repairs, and minor renewals are expensed as incurred. When assets are retired or otherwise disposed of, their costs and related accumulated depreciation are removed from the accounts and resulting gains or losses are included in income.

Depreciation

The Organization provides for depreciation of property and equipment using annual rates which are sufficient to amortize the cost of depreciable assets using the straight-line method over their estimated useful lives, which range from 3 to 5 years.

Income Taxes

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

UNITED WAY OF SOUTHWEST MINNESOTA
MARSHALL, MINNESOTA
NOTES TO FINANCIAL STATEMENTS

NOTE 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Income Taxes (Continued)

The Organization utilizes the provisions of FASB ASC 740-10, *Accounting for Uncertain Tax Positions*. The Organization continually evaluates expiring statutes of limitations, audits, proposed settlements, changes in tax law, and new authoritative rulings. The Organization believes that it has appropriate support for any tax positions taken, and as such, does not have any uncertain tax positions that would be material to the financial statements.

Functional Expenses

Directly identifiable expenses are charged to programs, fundraising, or management and general depending on the reason the expenses were incurred. Expenses related to more than one function are charged to the functional classifications on the basis of periodic time and expense studies. Management and general expenses include those expenses that are not directly identifiable with any other specific function but provide for the overall support and direction of the Organization.

Compensated Absences

All, year-round employees are entitled to paid vacation. Accrued vacation pay was deemed immaterial and not accrued.

Advertising

Advertising costs are expensed as incurred. Advertising expense was \$1,651 and \$492 for the years ended 2018 and 2017, respectively.

NOTE 2. CONCENTRATION OF CREDIT RISK

The Organization has deposits at several financial institutions insured up to the \$250,000 federally insured limit by the Federal Deposit Insurance Corporation. At June 30, 2018 and 2017, the Organization's cash balances were fully insured.

Financial instruments which potentially subject the Organization to concentrations of credit risk consist principally of promises to give receivable. Such credit risk with respect to promises receivable are limited due to the large number of contributions comprising the Organization's contributor base and their dispersion across different industries and geographic areas. As of June 30, 2018, the Organization had no significant concentrations of credit risk.

Approximately 24% of the Organization's funding is provided from contributions from Schwan's Corporate Giving Foundation & Schwan's Company subsidiary employees. If this major funding source was lost, the Organization could not continue the level of services currently provided.

UNITED WAY OF SOUTHWEST MINNESOTA
MARSHALL, MINNESOTA
NOTES TO FINANCIAL STATEMENTS

NOTE 3. INVENTORY

Inventory consists of the following at June 30, 2018 and 2017:

	2018	2017
Wild About Kindergarten Activity Books	<u>2,190</u>	<u>- 0 -</u>

NOTE 4. RECOGNITION OF CONTRIBUTIONS

Contributions, whether in the form of cash, unconditional promises to give, other assets or expenses, or the settlement of a liability, are recognized as revenue or gains in the period received, net of expected pledge loss and net of contributions designated to different agencies by the donor. They are recognized as assets, decreases of liabilities, or expenses depending on the form of the benefit received. The detail of the contribution revenue is as follows:

	2018	2017
2016 campaign contributions		574,561
2017 campaign contributions	583,904	31,753
2018 campaign contributions	<u>38,033</u>	
Gross contributions	621,937	606,314
Less: expected pledge loss	(21,796)	(21,425)
Add: prior year expected pledge loss in excess of actual write-offs	<u>10,653</u>	<u>11,067</u>
Net contribution revenue	<u>610,794</u>	<u>595,956</u>

Actual contribution receivable write-offs for 2018 and 2017 were \$10,772 and \$8,843, respectively.

NOTE 5. CONTRIBUTIONS RECEIVABLE

Promises to give, net of allowance for doubtful accounts, are due to be collected as follows:

	2018	2017
Within one year	133,210	133,301
One to five years	- 0 -	- 0 -
More than five years	<u>- 0 -</u>	<u>- 0 -</u>
	133,210	133,301
Less: allowance for uncollectible contributions	<u>(21,796)</u>	<u>(21,425)</u>
Total contributions receivable	<u>111,414</u>	<u>111,876</u>

UNITED WAY OF SOUTHWEST MINNESOTA
MARSHALL, MINNESOTA
NOTES TO FINANCIAL STATEMENTS

NOTE 6. LEASE COMMITMENTS

In July 2014, the Organization entered into a five-year lease for a copier and printer. The lease runs from August 2014 through July 2019 with monthly payments of \$147.

In June 2015, the Organization entered into a five-year lease for office space in Marshall, Minnesota. The lease runs from August 1, 2015 through July 31, 2020, with monthly payments of \$1,500. There is an option of an additional five years with rent to be determined at that time.

At June 30, 2018, a schedule of the future minimum rental payments required under the above is as follows:

Year Ending June 30,		
2019		19,764
2020		18,147
2021		1,500
2022		- 0 -
2023		- 0 -
Thereafter		- 0 -
		<u>39,411</u>

Total rent expense for 2018 and 2017 was \$19,813 and \$20,415, respectively.

NOTE 7. RESTRICTED NET ASSETS

Temporarily restricted net assets are available for the following as of June 30, 2018 and 2017, respectively.

For periods after June 30:

	2018	2017
Contributions receivable	<u>111,414</u>	<u>111,876</u>

NOTE 8. BOARD-DESIGNATED NET ASSETS

The Organization's Board of Directors has established the following reserves of unrestricted board-designated net assets:

Funded Depreciation Reserve - To serve as a source for future purchases of equipment. The maximum amount permitted by the Board is \$7,500.

UNITED WAY OF SOUTHWEST MINNESOTA
MARSHALL, MINNESOTA
NOTES TO FINANCIAL STATEMENTS

NOTE 8. BOARD-DESIGNATED NET ASSETS (Continued)

Self-insurance Reserve - To cover deductibles, loss, claims, or costs which are not covered by other insurance.

Office Operating Expense Reserve - To provide stability for operating expenses of the United Way office. The minimum amount for this is three months of operating expenses and the maximum is six months of operating expenses.

Strategic Planning Reserve - To provide funds for any upcoming costs related to the work of the 2018-2020 Strategic Plan.

Community Impact Reserve - To provide stability in the level of funding for community impact grants. The minimum amount for this is three months of program grants and the maximum is six months of program grants.

Internal Program Reserve - To provide stability in funding for programs sponsored/co-sponsored by United Way of Southwest Minnesota, and to provide flexible funding for proposals that, through a collaborative process, would address high-priority community issues. The minimum for this is three months of Imagination Library and other internal program expenditures and the maximum is six months of Imagination Library and other internal program expenditures.

Unrestricted board-designated net assets consist of the following as of June 30, 2018 and 2017, respectively:

	2018	2017
Internal Program Reserve		
General Reserve	35,925	25,676
Imagination Library	19,016	13,722
Subtotal internal program reserve	<u>54,941</u>	<u>39,398</u>
Office Operating Expense Reserve	85,206	58,421
Self-insurance Reserve	5,000	5,000
Strategic Planning Reserve	3,270	
Community Impact Reserve	133,383	150,620
Funded Depreciation Reserve	7,500	7,500
	<u>289,300</u>	<u>260,939</u>

UNITED WAY OF SOUTHWEST MINNESOTA
MARSHALL, MINNESOTA
NOTES TO FINANCIAL STATEMENTS

NOTE 9. IN-KIND CONTRIBUTIONS

The Organization received in-kind contributions which were characterized as follows:

	2018	2017
<u>Statement of Activities</u>		
Program		
Advertising	500	300
Services and professional fees	900	513
Supplies	103	110
Total program	<u>1,503</u>	<u>923</u>
Management and general		
Services and professional fees	195	133
Supplies	22	29
Total management and general	<u>217</u>	<u>162</u>
Fundraising		
Advertising	1,000	
Services and professional fees	405	404
Supplies	46	51
Promotions	165	840
Total fundraising	<u>1,616</u>	<u>1,295</u>
Total statement of activities	<u>3,336</u>	<u>2,380</u>
Total in-kind contributions	<u>3,336</u>	<u>2,380</u>

NOTE 10. SUBSEQUENT EVENTS

In preparing the financial statements, the Organization has evaluated events and transactions for potential recognition or disclosure through September 7, 2018, the date the financial statements were available to be issued.

Subsequent to year end, the Organization received notification from the American Red Cross indicating they were declining the \$3,000 grant awarded to them. As a result, these funds are being added to the 2019-2020 Community Impact Grants.

SUPPLEMENTARY INFORMATION

UNITED WAY OF SOUTHWEST MINNESOTA
MARSHALL, MINNESOTA
SUPPLEMENTARY INFORMATION - SCHEDULES OF DISTRIBUTIONS TO CHARITY
FOR THE YEARS ENDED JUNE 30, 2018 AND 2017

	2018	2017
	Distributions	Distributions
	to Charities	to Charities
Program Services - Distribution to Charities		
Adult Community Center	3,000	5,000
American Red Cross serving Southwest Minnesota	3,000	5,000
Canby Area Food Shelf	1,000	
Chemical Health Coalition of Yellow Medicine County		3,000
Junior Achievement	8,000	9,500
Living at Home/Block Nursing Program	7,500	7,000
Loaves and Fishes - Marshall Community Meal Program	2,500	5,000
Lutheran Social Services - Senior Nutrition Program		13,000
Marshall Area Farmer's Market	1,000	
Marshall Area YMCA	13,000	12,500
Marshall Food 4 Kids	5,000	4,500
Neighbors United - Granite Falls Food Shelf	12,000	
New Horizons Crisis Center - Crime Victims Support	35,000	20,000
New Horizons Crisis Center - Parenting Times	8,000	19,000
Open Door Health Center - Dental Equipment Enhancement		4,500
Open Door Health Center - Kids' Health Fair		3,466
Prairie Five Senior Nutrition	6,000	12,000
Redwood County Children's Advocacy Center	12,500	20,000
Safe Avenues	12,000	
Sanford Health	2,800	
ServeMinnesota	6,000	
Service Enterprises, Inc. of Minnesota	4,500	4,000
Super Bowl Legacy Fund Park		5,000
The Connection Youth Center		4,000
Tyler Area Food Shelf		15,000
United Community Action Partnership - Kitchen Table Food Shelves	35,000	40,000
United Community Action Partnership - Tax Preparation Clinic	10,000	14,000
United Community Action Partnership - The Refuge	17,000	12,500
Western Mental Health Center - Community Support Project - Social Wellness	3,000	2,000
WoMen's Rural Advocacy Program (WRAP)	20,000	17,500
Small Projects Grants	31,900	19,081

UNITED WAY OF SOUTHWEST MINNESOTA
MARSHALL, MINNESOTA
SUPPLEMENTARY INFORMATION - SCHEDULES OF DISTRIBUTIONS TO CHARITY
FOR THE YEARS ENDED JUNE 30, 2018 AND 2017

	2018	2017
	Distributions to Charities	Distributions to Charities
Program Services - Distribution to Charities (Continued)		
1000 Books B4K	100	1,157
Imagination Library	67,156	68,684
Little Red Bookshelves	990	3,640
Other Internal Program Grants and Expenses	14,048	20,517
Special Projects	2,122	14,325
Stuff the Bus	10,027	9,536
Wild About Kindergarten	7,218	1,848
School Emergency Grants	9,495	9,055
Designated for another United Way	1,290	38
	<u>372,146</u>	<u>405,347</u>

UNITED WAY OF SOUTHWEST MINNESOTA
MARSHALL, MINNESOTA
SUPPLEMENTARY INFORMATION - SCHEDULE OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED JUNE 30, 2018

	Total	Program	Management and General	Fundraising
Distributions to charities	372,146	372,146		
Wages and employee expenses	158,731	92,064	23,810	42,857
Promotions	12,350			12,350
Telephone	2,137	1,292	302	543
Rent	19,813	14,181	1,969	3,663
Insurance	2,016	1,170	302	544
Services and professional fees	6,600	1,858	4,008	734
Postage/box rent	107	89	18	
Memberships and dues	1,544	896	231	417
Payments to affiliates	5,947	3,449	892	1,606
Travel/meals/conferences	5,328	2,835	590	1,903
Depreciation/maintenance	2,831	1,642	425	764
Supplies	2,952	2,190	272	490
Advertising	1,651	515	136	1,000
Miscellaneous	4,511	2,347	219	1,945
Total costs	<u>598,664</u>	<u>496,674</u>	<u>33,174</u>	<u>68,816</u>

United Way of Southwest Minnesota's overhead ratio, computed using the net method, is 16.15%.

UNITED WAY OF SOUTHWEST MINNESOTA
MARSHALL, MINNESOTA
SUPPLEMENTARY INFORMATION - SCHEDULE OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED JUNE 30, 2017

	Total	Program	Management and General	Fundraising
Distributions to charities	405,347	405,347		
Wages and employee expenses	153,652	89,118	23,048	41,486
Promotions	12,740			12,740
Telephone	2,172	1,260	326	586
Rent	20,415	14,258	2,162	3,995
Insurance	2,053	1,191	308	554
Services and professional fees	4,550	513	3,633	404
Postage/box rent	38	29	9	
Memberships and dues	1,511	876	227	408
Payments to affiliates	5,699	3,305	855	1,539
Travel/meals/conferences	5,700	3,376	763	1,561
Depreciation/maintenance	2,803	1,626	420	757
Supplies	2,743	1,940	287	516
Advertising	492	373	116	3
Miscellaneous	7,289	5,402	161	1,726
Total costs	<u>627,204</u>	<u>528,614</u>	<u>32,315</u>	<u>66,275</u>

United Way of Southwest Minnesota's overhead ratio, computed using the net method, is 15.63%.