

UNITED WAY OF BLOUNT COUNTY
Maryville, Tennessee

FINANCIAL STATEMENTS

December 31, 2018

UNITED WAY OF BLOUNT COUNTY
Maryville, Tennessee
For Year Ended December 31, 2018

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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors
United Way of Blount County
Maryville, Tennessee

Report on the Financial Statements

We have audited the accompanying financial statements of United Way of Blount County (a nonprofit organization) which comprise the statement of financial position as of December 31, 2018, and the related statements of activities, cash flows, and functional expenses for the year then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

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

Auditor's Responsibility

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

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

We believe that the audit evidence we have obtained is 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 Blount County as of December 31, 2018, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Report on Supplemental Information

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The schedule of agency support on page 13 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.

Report on Summarized Comparative Information

We have previously audited the United Way of Blount County's 2017 financial statements and we expressed an unmodified audit opinion on those audited financial statements in our report dated April 18, 2018. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2017 is consistent, in all material respects, with the audited financial statements from which it has been derived.

Ingram, Overholt & Bean, P.C.

Alcoa, Tennessee

April 17, 2019

UNITED WAY OF BLOUNT COUNTY
Statement of Financial Position
December 31, 2018
With Comparative Totals for December 31, 2017

ASSETS	<u>2018</u>	<u>2017</u>
Current Assets		
Cash	\$ 995,051	\$ 1,076,010
Pledges receivable, net of estimated uncollectibles of \$121,844 and \$118,409 for 2018 and 2017	<u>1,908,883</u>	<u>1,855,071</u>
Total Current Assets	<u>2,903,934</u>	<u>2,931,081</u>
Property and Equipment		
Land	203,535	203,535
Building	1,775,518	1,775,518
Building improvements	86,000	39,692
Equipment and furniture	<u>106,861</u>	<u>79,110</u>
Total Property and Equipment	2,171,914	2,097,855
Accumulated depreciation	<u>(717,846)</u>	<u>(659,255)</u>
Net Property and Equipment	<u>1,454,068</u>	<u>1,438,600</u>
Total Assets	<u>\$ 4,358,002</u>	<u>\$ 4,369,681</u>
LIABILITIES AND NET ASSETS		
Current Liabilities		
Accounts payable	\$ 2,390	\$ 1,338
Bonus Payable	5,000	-
Accrued compensated absences	8,955	10,501
Deferred revenue	<u>-</u>	<u>2,500</u>
Total Current Liabilities	<u>16,345</u>	<u>14,339</u>
Net Assets		
Without Donor Restrictions:		
Board Designated	234,252	310,977
Undesignated	2,198,522	2,189,294
With Donor Restrictions	<u>1,908,883</u>	<u>1,855,071</u>
Total Net Assets	<u>4,341,657</u>	<u>4,355,342</u>
Total Liabilities and Net Assets	<u>\$ 4,358,002</u>	<u>\$ 4,369,681</u>

See accompanying independent auditor's report and notes.

UNITED WAY OF BLOUNT COUNTY
Statement of Activities
Year Ended December 31, 2018
With Comparative Totals for the Year Ended December 31, 2017

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>2018 Total</u>	<u>2017 Total</u>
REVENUE AND OTHER SUPPORT				
Contributions	\$ -	1,972,393	\$ 1,972,393	\$ 1,824,018
Special events income, net of direct expenses of \$35,330	-	123,154	123,154	99,570
Donated services	54,014	-	54,014	54,168
Interest income	5,163	-	5,163	4,436
Rental income	65,004	-	65,004	65,004
Media sponsor	12,280	-	12,280	11,754
Meeting sponsor	10,792	-	10,792	10,700
Miscellaneous	950	-	950	410
Net assets released from Restrictions	<u>2,041,735</u>	<u>(2,041,735)</u>	<u>-</u>	<u>-</u>
Total Revenues and Other Support	<u>2,189,938</u>	<u>53,812</u>	<u>2,243,750</u>	<u>2,070,060</u>
EXPENSES				
Programs				
Health and human services	1,917,415	-	1,917,415	1,748,982
Supporting Services				
General and administrative	82,463	-	82,463	75,459
Campaign Fundraising	177,551	-	177,551	162,306
Other expenses – rental	<u>80,006</u>	<u>-</u>	<u>80,006</u>	<u>75,784</u>
Total Expenses (includes donated services of \$54,014)	<u>2,257,435</u>	<u>-</u>	<u>2,257,435</u>	<u>2,062,531</u>
Change in Net Assets	(67,497)	53,812	(13,685)	7,529
NET ASSETS – BEGINNING OF YEAR	<u>2,500,271</u>	<u>1,855,071</u>	<u>4,355,342</u>	<u>4,347,813</u>
NET ASSETS – END OF YEAR	<u>\$ 2,432,774</u>	<u>\$ 1,908,883</u>	<u>\$ 4,341,657</u>	<u>\$ 4,355,342</u>

See accompanying independent auditor's report and notes.

UNITED WAY OF BLOUNT COUNTY
Statement of Cash Flows
Year Ended December 31, 2018
With Comparative Totals for the Year Ended December 31, 2017

	<u>2018</u>	<u>2017</u>
CASH FLOWS FROM OPERATING ACTIVITIES		
Cash received	\$ 2,135,761	\$ 2,037,578
Interest income	5,163	4,436
Payments to agencies	(1,317,254)	(1,232,781)
Payments to other United Way Agencies	(175,767)	(169,791)
Payments to employees and suppliers	(654,803)	(553,044)
Net Cash Provided (Used) by Operating Activities	<u>(6,900)</u>	<u>86,398</u>
 CASH FLOWS USED BY INVESTING ACTIVITIES		
Purchase of fixed assets	<u>(74,059)</u>	<u>(39,692)</u>
 NET INCREASE (DECREASE) IN CASH	 (80,959)	 46,706
 CASH AT BEGINNING OF YEAR	 <u>1,076,010</u>	 <u>1,029,304</u>
 CASH AT END OF YEAR	 <u>\$ 995,051</u>	 <u>\$ 1,076,010</u>
 RECONCILIATION OF CHANGES IN NET ASSETS TO NET CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	\$ (13,685)	\$ 7,529
Adjustments to reconcile change in net assets to net cash from operating activities:		
Depreciation	58,591	52,548
Changes in Assets and Liabilities:		
Pledges receivable	(53,812)	26,122
Accounts payable	(1,448)	(158)
Bonus Payable	5,000	-
Accrued compensated absences	(1,546)	357
Net Cash Provided (Used) By Operating Activities	<u>\$ (6,900)</u>	<u>\$ 86,398</u>
 Supplemental Non-Cash Information:		
Donated Services	<u>\$ 54,014</u>	<u>\$ 54,168</u>

See accompanying independent auditor's report and notes.

UNITED WAY OF BLOUNT COUNTY
Statement of Functional Expenses
Year Ended December 31, 2018
With Comparative Totals for the Year Ended December 31, 2017

	<u>Program Services</u> Health & Human Services	General And <u>Administrative</u>	Campaign Fund <u>Raising</u>	<u>Rental</u>	2018 <u>Total</u>	2017 <u>Total</u>
Salaries	\$ 188,284	\$ 34,234	\$ 85,584	\$ 34,233	\$ 342,335	\$ 327,256
Employee benefits	38,889	12,021	12,726	7,071	70,707	66,773
Payroll taxes	14,241	5,178	3,884	2,589	25,892	25,137
Insurance and bonds	3,309	1,203	1,504	2,579	8,595	8,684
Conferences and meetings	5,243	1,907	2,383	-	9,533	9,623
Dues	13,466	4,897	6,121	-	24,484	23,372
Campaign Supplies	-	-	3,846	-	3,846	4,661
Depreciation	20,302	7,383	9,228	21,678	58,591	52,548
Maintenance and repairs	9,316	3,388	4,235	7,259	24,198	18,612
Occupancy	5,899	2,145	2,682	4,597	15,323	13,330
Postage and shipping	1,806	656	821	-	3,283	3,315
Printing	3,124	1,136	1,420	-	5,680	5,113
Professional	2,695	980	1,225	-	4,900	4,900
Telephone	2,032	739	923	-	3,694	3,359
Travel	2,212	804	1,006	-	4,022	3,965
Subscriptions/Publications	97	35	44	-	176	464
Supplies	1,805	657	821	-	3,283	2,211
Miscellaneous	447	163	203	-	813	-
Advertising	33,822	-	27,672	-	61,494	60,376
Agencies – allocations	1,317,254	-	-	-	1,317,254	1,232,781
Other United Way Agencies	175,767	-	-	-	175,767	169,791
Annual program fees	57,654	-	-	-	57,654	10,275
Meeting Sponsors expense	6,175	-	5,052	-	11,227	9,860
Equipment	-	-	-	-	-	187
Bank fees	2,172	790	987	-	3,949	3,660
Licenses and fees	1,830	665	832	-	3,327	2,278
Website upgrade	7,941	2,888	3,609	-	14,438	-
Other operating expense	1,633	594	743	-	2,970	-
Total Expenses	<u>\$ 1,917,415</u>	<u>\$ 82,463</u>	<u>\$ 177,551</u>	<u>\$ 80,006</u>	<u>\$ 2,257,435</u>	<u>\$ 2,062,531</u>

See accompanying independent auditor's report and notes.

UNITED WAY OF BLOUNT COUNTY

Notes to Financial Statements

Year Ended December 31, 2018

NOTE A - NATURE OF ACTIVITIES AND SIGNIFICANT ACCOUNTING POLICIES

The Organization was formed in 1954 as a non-profit county-wide community service group to ensure that human needs are met through assessment, monitoring, and a trusting spirit where people help one another. The Organization operates through an Executive Committee, a Board of Directors, and a Finance Committee to ensure compliance with applicable Sarbanes-Oxley legislation affecting non-profit entities.

Financial Statement Presentation

The financial statements of the Organization have been prepared on the accrual basis in conformity with generally accepted accounting principles. The statements are presented in accordance with the provisions of Statement of the Financial Accounting Standards Board (FASB) ASU 2016-14, *Financial Statements of Not-for-Profit Entities*. Under ASU 2016-14, the Organization is required to report information regarding its financial position and activities according to two classes of net assets: net assets without donor restrictions and net assets with donor restrictions, with the goal of improving not-for-profit entity (NFP) financial statements to provide more useful information to donors, grantors, and other financial statement users. The ASU requires additional disclosures for expenses by nature and function and for the liquidity and availability of resources.

Comparative Information

The financial statements include certain prior-year summarized comparative information. Such information does not include sufficient detail to constitute a presentation in conformity with generally accepted accounting principles. Accordingly, such information should be read in conjunction with the Organization's financial statements for the year ended December 31, 2017, from which the summarized information was derived.

Cash and Cash Equivalents

The Organization considers all highly liquid investments with an original maturity of ninety days or less to be cash equivalents for the purpose of the Cash Flow Statement. At December 31, 2018, there were no cash equivalents. Certificates of Deposits have maturity dates of six months or one year or greater at the time of purchase. Thus, for the Statement of Cash Flows, those certificates are not considered as cash or cash equivalents.

Pledges Receivable

The Organization reports promises to give (pledges) in accordance with SFAS No. 116, *Accounting for Contributions Received and Contributions Made*. SFAS No. 116 requires the Organization to record unconditional promises to give as revenue when the promise is made.

Pledges receivable for contributions, less an allowance for uncollectible amounts, is discounted to reflect the time value of money. Contributions upon receipt are considered available for unrestricted use unless specifically restricted by the donor.

Contributed Services

Amounts have been reflected in the financial statements for donated services requiring specific expertise. Many individuals volunteer their time and perform a variety of tasks that assist the Organization, but these services do not meet the criteria for recognition as contributed services.

(Continued)

UNITED WAY OF BLOUNT COUNTY

Notes to Financial Statements
Year Ended December 31, 2018

NOTE A - NATURE OF ACTIVITIES AND SIGNIFICANT ACCOUNTING POLICIES (Continued)

Estimates

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

Property and Equipment

Donations of property 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 to a specific purpose. Assets donated with explicit restrictions regarding their use and contributions of cash that must be used to acquire property and equipment are reported as 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 temporarily restricted net assets to unrestricted net assets at that time. Property and equipment are depreciated using the straight-line method over their estimated useful lives.

Functional Expenses

Expenses are charged directly to program or management and general categories based on specific identification, if identifiable, or based on the time devoted to such activities.

Classification of Revenue, Support and Net Assets

Contributions received are recorded as support without donor restrictions or with donor restrictions, depending on the existence and nature of donor restrictions.

All contributions are considered to be available for use without donor restrictions unless specifically restricted by the donor. Contributions that are restricted by the donor for specific purposes or for future periods are reported as an increase in net assets with donor restrictions. When a restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished) net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statement of activities as net assets released from restrictions.

Advertising

Advertising costs are expensed as incurred.

Investment Securities

The Organization uses SFAS No. 124, *Accounting for Certain Investments Held by Not-for-Profit Organizations*. Under SFAS No. 124, investments in marketable securities with readily determinable fair values and all investments in debt securities are valued at their fair values in the statement of financial position. Unrealized gains and losses are included in the change in net assets. The Organization has no investment securities that are currently subject to this accounting treatment.

(Continued)

UNITED WAY OF BLOUNT COUNTY

Notes to Financial Statements

Year Ended December 31, 2018

NOTE A - NATURE OF ACTIVITIES AND SIGNIFICANT ACCOUNTING POLICIES (Continued)

Income Tax Status

The Organization is a not-for-profit organization that is exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code. The Organization has also been classified as an entity that is not a private foundation within the meaning of Section 509(a) and qualifies for deductible contributions as provided in Section 170(b)(1)(A)(vi).

Concentrations of Credit Risk

The Organization's cash balances are insured (FDIC \$250,000) by various banks. Balances in excess of \$250,000 are secured by a bank with pledged securities held by the bank.

NOTE B – LIQUIDITY

United Way of Blount County has \$2,903,934 of financial assets, available within one year of the balance sheet date to meet cash needs for general expenditures, consisting of Cash of \$995,051 and Pledges Receivable (net of estimated uncollectibles) of \$1,908,883. None of the financial assets are subject to donor or other contractual restrictions that make them unavailable for general expenditure within one year of the balance sheet date. The contributions receivable are subject to implied time restrictions but are expected to be collected within one year. United Way of Blount County structures its financial assets to be available as its general expenditures, liabilities, and other obligations come due.

NOTE C – NET ASSETS WITH DONOR RESTRICTIONS

Net assets with donor restrictions were released from restriction for the following purposes or periods:

Operations for 2018	<u>\$ 2,041,735</u>
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Net assets with donor restrictions consist of:

Restricted Contributions	<u>\$ 2,095,547</u>
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NOTE D – BOARD DESIGNATED NET ASSETS

The Board has designated the following net assets:

Future Fund	\$ 88,853
Summitt Fund	96,374
Building maintenance	38,038
Connect.Lead.Serve. (CLS)	1,128
Community Force	2,859
Connect United	<u>7,000</u>
	<u>\$ 234,252</u>

(Continued)

UNITED WAY OF BLOUNT COUNTY

Notes to Financial Statements

Year Ended December 31, 2018

NOTE E – PROPERTY AND EQUIPMENT

Property and equipment consist of the following:

Land	\$ 203,535
Building	1,775,518
Building improvements	86,000
Equipment and furniture	<u>106,861</u>
Total property and equipment	2,171,914
Less - Accumulated depreciation	<u>(717,846)</u>
Net Property and Equipment	<u>\$ 1,454,068</u>

Depreciation expense for the year was \$58,591.

NOTE F – UNCONDITIONAL PROMISES TO GIVE AND RELATED RECEIVABLES

In the fall, the Organization begins its pledge campaign for the next calendar year. The Organization records these unconditional promises to give, net of estimated uncollectible amounts, as net assets with donor restrictions since the pledge indicates the donor's intent that the funds be used during the following year. The amounts estimated as uncollectible are based on prior history of the Organization. It is estimated that most of the promises to give will be received within the next calendar year. A summary of the 2016, 2017 and 2018 campaigns is as follows:

Promises to give – 2018/19	
Amount pledged during 2018	<u>\$ 2,102,062</u>
Pledges receivable at December 31, 2018	
2018/19 Campaign	\$ 1,574,703
Less: Allowance for uncollectible	<u>(67,014)</u>
	<u>1,507,689</u>
2017/18 and 2016/2017 Campaigns	456,024
Less: Allowance for uncollectible	<u>(54,830)</u>
	<u>401,194</u>
Total Pledge Receivable	<u>\$ 1,908,883</u>

It is estimated the above will be collected as follows:

Within one year	\$ 1,431,662
After one year	<u>477,221</u>
	<u>\$ 1,908,883</u>

Pledged contributions receivable are periodically evaluated for collectability based on past history with donors. During 2018, United Way of Blount County increased its allowance for doubtful accounts by \$3,435, making the total allowance balance of \$121,844.

(Continued)

UNITED WAY OF BLOUNT COUNTY

Notes to Financial Statements
Year Ended December 31, 2018

NOTE G – FAIR VALUES OF FINANCIAL INSTRUMENTS

The estimated fair values of the Organization’s financial instruments, none of which are held for trading purposes, are as follows:

	<u>Carrying Amount</u>	<u>Fair Value</u>
Financial Assets:		
Cash and Cash Equivalents	\$ 995,051	\$ 995,051
Unconditional promises to give	1,908,883	1,908,883

The following methods and assumptions were used by the Organization in estimating its fair value disclosures for financial instruments:

Cash and unconditional promises to give: The carrying amounts reported in the statement of financial position approximate fair value because of the short maturities of those instruments.

NOTE H - RETIREMENT PLAN

The Organization provides a non-contributory Simplified Employee Pension (SEP) plan for all full-time and eligible part-time employees. After two years of service and a minimum age of 21, United Way of Blount County will contribute 10% of the participant’s annual compensation into the employee’s plan. The plan offers immediate vesting. Total expense for the year was \$30,576.

NOTE I – COMPENSATED ABSENCES

Annual leave for part-time staff is 1.67 hours per pay period, immediately accruing at the time of employment for the next 5 years and 2.5 hours per pay period for more than 5 years of service. For full-time staff, the leave is 5 hours per pay period (three weeks/year) immediately accruing at the time of employment for the next 5 years and 6.67 hours per pay period for more than 5 years of service (four weeks/year). The calendar year is the base period, and a carryover of up to 10 days of vacation leave accrued in the previous calendar year must be approved by the President/CEO and is to be used in the first 4 months of the following year. Eligible part-time employees may accrue sick leave; prorated based on their regularly scheduled hours. After a probationary period of 3 months, sick leave accumulates at a rate of 1 day per month. Sick days can accrue to the maximum of ninety (90) days and are not compensated at the cease of employment. Accrued compensated absences as of December 31, 2018 were \$8,955.

NOTE J – LEASE

The Organization is the lessor of office space within the headquarters building under an operating lease expiring June 30, 2019 and renewable for one additional 5 year term.

Following is a summary of property held for lease at December 31, 2018:

6,500 square feet of 13,100 square feet of building	\$ 845,457
Less: Accumulated depreciation	<u>(308,375)</u>
	<u>\$ 537,082</u>

(Continued)

UNITED WAY OF BLOUNT COUNTY
Notes to Financial Statements (Continued)
Year Ended December 31, 2018

NOTE J – LEASE

This rental results in unrelated trade or business income that is subject to federal income taxes, if applicable, after any directly related expenses are deducted.

Minimum future rentals to be received on the lease are:

<u>Year Ending December 31,</u>	<u>Amount</u>
2019	\$ <u>32,502</u>

NOTE K – DONATED SERVICES

The estimated fair market value of donated services included in the financial statements for the year ended December 31, 2018 is as follows:

Expenses:	
Advertising – Campaign related	\$ <u>54,014</u>

NOTE L – SUBSEQUENT EVENTS

The date to which events occurring after December 31, 2018, the date of the most recent balance sheet, have been evaluated for possible adjustment to the financial statements or disclosures is April 17, 2019 which is the date on which the financial statements were issued.

SUPPLEMENTAL INFORMATION

UNITED WAY OF BLOUNT COUNTY
Schedule of Agency Support
Year Ended December 31, 2018

Adult Education Foundation of Blount County (designations only)	\$ 20,245
Allocations to other United Ways	175,767
American Red Cross (designations only)	2,508
Big Brothers Big Sisters of East TN	18,136
Birth to Three Program – LTVEC	49,675
Blount County Community Action Agency	84,200
Blount County Habitat for Humanity	33,636
Boy Scouts of America Great Smoky Mountain Council	24,760
Boys and Girls Clubs of Blount County	173,544
CASA of the Tennessee Heartland	25,000
East Tennessee Children’s Hospital Rehab (designations only)	5,978
East Tennessee Kidney Foundation	34,000
East Tennessee Technology Access Center	14,000
Epilepsy Foundation of East Tennessee	7,000
Family Promise of Blount County	89,897
Florence Crittenton Agency	16,600
GATE-Gateway to Independence	9,000
Girl Scout Council of the Southern Appalachians	7,500
Good Neighbors	49,750
Haven House	119,804
Hearing and Speech Foundation	10,000
Helen Ross McNabb Center	226,779
Legal Aid of East Tennessee	75,500
Maryville Kiwanis Foundation	7,500
New Hope Blount County Children’s Advocacy Center	44,628
Second Harvest Food Bank	29,614
Senior Citizens’ Home Assistance	55,000
Trinity Health Ministries, Inc.	43,000
True Purpose Ministries	20,000
CLS Clubs Mini Grants:	
Birth to Three Program - LTVEC	5,000
Blount County Community Action Agency	5,000
Boys and Girls Clubs of Blount County	5,000
Family Promise of Blount County	<u>5,000</u>
 Total	 <u>\$ 1,493,021</u>