

**UNITED WAY OF BLOUNT COUNTY**  
Maryville, Tennessee

**FINANCIAL STATEMENTS**

December 31, 2017

**UNITED WAY OF BLOUNT COUNTY**  
Maryville, Tennessee  
For Year Ended December 31, 2017

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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, 2017, 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, 2017, 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 2016 financial statements and we expressed an unmodified audit opinion on those audited financial statements in our report dated April 6, 2017. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2016 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 18, 2018

**UNITED WAY OF BLOUNT COUNTY**  
Statement of Financial Position  
December 31, 2017  
With Comparative Totals for December 31, 2016

ASSETS	<u>2017</u>	<u>2016</u>
Current Assets		
Cash	\$ 1,076,010	\$ 1,029,304
Pledges receivable, net of estimated uncollectibles of \$118,409 and \$120,153 for 2017 and 2016	<u>1,855,071</u>	<u>1,881,193</u>
Total Current Assets	<u>2,931,081</u>	<u>2,910,497</u>
Property and Equipment		
Land	203,535	203,535
Building	1,775,518	1,775,518
Building improvements	39,692	-
Equipment and furniture	<u>79,110</u>	<u>79,110</u>
Total Property and Equipment	2,097,855	2,058,163
Accumulated depreciation	<u>(659,255)</u>	<u>(606,707)</u>
Net Property and Equipment	<u>1,438,600</u>	<u>1,451,456</u>
Total Assets	<u>\$ 4,369,681</u>	<u>\$ 4,361,953</u>
<b>LIABILITIES AND NET ASSETS</b>		
Current Liabilities		
Accounts payable	\$ 1,338	\$ 3,996
Accrued compensated absences	10,501	10,144
Deferred revenue	<u>2,500</u>	<u>-</u>
Total Current Liabilities	<u>14,339</u>	<u>14,140</u>
Net Assets		
Unrestricted:		
Undesignated	2,189,294	2,139,079
Designated	310,977	327,541
Temporarily restricted	<u>1,855,071</u>	<u>1,881,193</u>
Total Net Assets	<u>4,355,342</u>	<u>4,347,813</u>
Total Liabilities and Net Assets	<u>\$ 4,369,681</u>	<u>\$ 4,361,953</u>

See accompanying independent auditor's report and notes.

**UNITED WAY OF BLOUNT COUNTY**  
Statement of Activities  
Year Ended December 31, 2017  
With Comparative Totals for the Year Ended December 31, 2016

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>2017 Total</u>	<u>2016 Total</u>
<b>REVENUE AND OTHER SUPPORT</b>				
Contributions	\$ -	1,824,018	\$ 1,824,018	\$ 1,923,830
Special events income, net of direct expenses of \$15,889	-	99,570	99,570	96,655
Donated services	54,168	-	54,168	54,244
Interest income	4,436	-	4,436	3,334
Rental Income	65,004	-	65,004	65,004
Tax refund	-	-	-	60
Miscellaneous	22,864	-	22,864	19,380
Net assets released from Restrictions	<u>1,949,710</u>	<u>(1,949,710)</u>	<u>-</u>	<u>-</u>
<b>Total Revenues and Other Support</b>	<u>2,096,182</u>	<u>(26,122)</u>	<u>2,070,060</u>	<u>2,162,507</u>
<b>EXPENSES</b>				
Programs				
Health and human services	1,748,982	-	1,748,982	1,720,178
Supporting Services				
General and administrative	75,459	-	75,459	79,691
Campaign Fundraising	162,306	-	162,306	161,560
Other expenses – rental	<u>75,784</u>	<u>-</u>	<u>75,784</u>	<u>68,642</u>
<b>Total Expenses (includes donated services of \$54,168)</b>	<u>2,062,531</u>	<u>-</u>	<u>2,062,531</u>	<u>2,030,071</u>
Change in Net Assets	33,651	(26,122)	7,529	132,436
<b>NET ASSETS – BEGINNING OF YEAR</b>	<u>2,466,620</u>	<u>1,881,193</u>	<u>4,347,813</u>	<u>4,215,377</u>
<b>NET ASSETS – END OF YEAR</b>	<u>\$ 2,500,271</u>	<u>\$ 1,855,071</u>	<u>\$ 4,355,342</u>	<u>\$ 4,347,813</u>

See accompanying independent auditor's report and notes.

**UNITED WAY OF BLOUNT COUNTY**  
Statement of Cash Flows  
Year Ended December 31, 2017  
With Comparative Totals for the Year Ended December 31, 2016

	<u>2017</u>	<u>2016</u>
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Cash received	\$ 2,037,578	\$ 2,104,929
Interest income	4,436	3,334
Payments to agencies	(1,232,781)	(1,223,553)
Payments to other United Way Agencies	(169,791)	(166,245)
Payments to employees and suppliers	<u>(553,044)</u>	<u>(631,674)</u>
Net Cash Provided by Operating Activities	<u>86,398</u>	<u>86,791</u>
 <b>CASH FLOWS USED BY INVESTING ACTIVITIES</b>		
Purchase of fixed assets	<u>(39,692)</u>	<u>-</u>
 <b>NET INCREASE IN CASH</b>	46,706	86,791
 <b>CASH AT BEGINNING OF YEAR</b>	<u>1,029,304</u>	<u>942,513</u>
 <b>CASH AT END OF YEAR</b>	<u>\$ 1,076,010</u>	<u>\$ 1,029,304</u>
 <b>RECONCILIATION OF CHANGES IN NET ASSETS TO NET CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Change in net assets	\$ 7,529	\$ 132,436
Adjustments to reconcile change in net assets to net cash from operating activities:		
Depreciation	52,548	51,114
Changes in Assets and Liabilities:		
Pledges receivable	26,122	(99,193)
Accounts payable	(158)	631
Accrued compensated absences	<u>357</u>	<u>1,803</u>
Net Cash Provided By Operating Activities	<u>\$ 86,398</u>	<u>\$ 86,791</u>
 <b>Supplemental Non-Cash Information:</b>		
Donated Services	<u>\$ 54,168</u>	<u>\$ 54,244</u>

See accompanying independent auditor's report and notes.

**UNITED WAY OF BLOUNT COUNTY**  
Statement of Functional Expenses  
Year Ended December 31, 2017  
With Comparative Totals for the Year Ended December 31, 2016

	<u>Program Services</u> Health & Human Services	General And <u>Administrative</u>	Campaign Fund <u>Raising</u>	<u>Rental</u>	2017 <u>Total</u>	2016 <u>Total</u>
Salaries	\$ 179,991	\$ 32,726	\$ 81,814	\$ 32,725	\$ 327,256	\$ 312,541
Employee benefits	36,725	13,355	10,016	6,677	66,773	63,924
Payroll taxes	13,825	5,027	3,771	2,514	25,137	23,184
Insurance and bonds	3,343	1,216	1,520	2,605	8,684	8,777
Conferences and meetings	5,293	1,924	2,406	-	9,623	7,125
Dues	12,855	4,674	5,843	-	23,372	25,544
Campaign Supplies	-	-	4,661	-	4,661	2,911
Depreciation	16,978	6,174	7,717	21,679	52,548	51,114
Maintenance and repairs	7,165	2,606	3,257	5,584	18,612	28,324
Occupancy	5,132	1,866	2,332	4,000	13,330	12,873
Postage and shipping	1,823	663	829	-	3,315	3,460
Printing	2,812	1,023	1,278	-	5,113	5,136
Professional	2,695	980	1,225	-	4,900	4,900
Telephone	1,847	672	840	-	3,359	4,291
Travel	2,181	793	991	-	3,965	3,900
Subscriptions/Publications	255	93	116	-	464	464
Supplies	1,216	442	553	-	2,211	3,951
Miscellaneous	-	-	-	-	-	1,844
Advertising	33,207	-	27,169	-	60,376	58,133
Agencies – allocations	1,232,781	-	-	-	1,232,781	1,206,857
Other United Way Agencies	169,791	-	-	-	169,791	166,245
Annual program fees	10,275	-	-	-	10,275	16,696
Meeting Sponsors expense	5,423	-	4,437	-	9,860	11,027
Equipment	103	37	47	-	187	272
Bank fees	2,013	732	915	-	3,660	4,109
Licenses and fees	<u>1,253</u>	<u>456</u>	<u>569</u>	<u>-</u>	<u>2,278</u>	<u>2,469</u>
<b>Total Expenses</b>	<b><u>\$ 1,748,982</u></b>	<b><u>\$ 75,459</u></b>	<b><u>\$ 162,306</u></b>	<b><u>\$ 75,784</u></b>	<b><u>\$ 2,062,531</u></b>	<b><u>\$ 2,030,071</u></b>

See accompanying independent auditor's report and notes.



## UNITED WAY OF BLOUNT COUNTY

### Notes to Financial Statements

Year Ended December 31, 2017

#### 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 Financial Accounting Standards (SFAS) No. 117, *Financial Statements of Not-for-Profit Organizations*. Under SFAS No. 117, 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.

##### 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, 2016, 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, 2017, 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, 2017

### 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 unrestricted, temporarily restricted or permanently restricted support, depending on the existence and nature of donor restrictions.

All contributions are considered to be available for unrestricted use 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 temporarily restricted or permanently restricted support. When a restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished) temporarily restricted net assets are reclassified to unrestricted net assets 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, 2017

### 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 – TEMPORARILY AND PERMANENTLY RESTRICTED NET ASSETS

Temporarily restricted net assets were released from restriction for the following purposes or periods:

Operations for 2017	<u>\$ 1,949,710</u>
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Temporarily restricted assets consist of:

Restricted Contributions	<u>\$ 1,923,588</u>
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### NOTE C – DESIGNATED ASSETS

The Board has designated the following net assets:

Future Fund	\$ 88,624
Summitt Fund	106,206
Building maintenance	77,218
Connect.Lead.Serve. (CLS)	1,300
Community Force	3,759
Transportation Initiative	<u>33,870</u>
	<u>\$ 310,977</u>

### NOTE D – PROPERTY AND EQUIPMENT

Property and equipment consist of the following:

Land	\$ 203,535
Building	1,775,518
Building improvements	39,692
Equipment and furniture	<u>79,110</u>
Total property and equipment	2,097,855
Less - Accumulated depreciation	<u>(659,255)</u>
Net Property and Equipment	<u>\$ 1,438,600</u>

Depreciation expense for the year was \$52,548.

(Continued)

## UNITED WAY OF BLOUNT COUNTY

Notes to Financial Statements

Year Ended December 31, 2017

### NOTE E – 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 temporarily restricted assets 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 2015, 2016 and 2017 campaigns is as follows:

Promises to give – 2017/18	
Amount pledged during 2017	<u>\$ 2,083,573</u>
Pledges receivable at December 31, 2017	
2017/18 Campaign	\$ 1,491,937
Less: Allowance for uncollectible	<u>(65,125)</u>
	<u>1,426,812</u>
2016/17 and 2015/2016 Campaigns	481,543
Less: Allowance for uncollectible	<u>(53,284)</u>
	<u>428,259</u>
Total Pledge Receivable	<u>\$ 1,855,071</u>

It is estimated the above will be collected as follows:

Within one year	\$ 1,391,303
After one year	<u>463,768</u>
	<u>\$ 1,855,071</u>

Pledged contributions receivable are periodically evaluated for collectability based on past history with donors. During 2017, United Way of Blount County decreased its allowance for doubtful accounts by \$1,744, making the total allowance balance of \$118,409.

### NOTE F – 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	\$ 1,076,010	\$ 1,076,010
Unconditional promises to give	1,855,071	1,855,071

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.

(Continued)

**UNITED WAY OF BLOUNT COUNTY**  
Notes to Financial Statements (Continued)  
Year Ended December 31, 2017

**NOTE G - 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 \$23,934.

**NOTE H – COMPENSATED ABSENCES**

Annual leave for part-time staff is 3.34 hours per pay period (two weeks/year), immediately accruing at the time of employment for the next 5 years and 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, 2017 were \$10,501.

**NOTE I – LEASE**

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

Following is a summary of property held for lease at December 31, 2017:

6,500 square feet of 13,100 square feet of building	\$ 845,457
Less: Accumulated depreciation	<u>(286,696)</u>
	<u>\$ 558,761</u>

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</u> <u>December 31,</u>	<u>Amount</u>
2018	65,000
2019	<u>39,000</u>
	<u>\$ 104,000</u>

(Continued)

**UNITED WAY OF BLOUNT COUNTY**  
Notes to Financial Statements (Continued)  
Year Ended December 31, 2017

**NOTE J – DONATED SERVICES**

The estimated fair market value of donated services included in the financial statements for the year ended December 31, 2017 is as follows:

Expenses:	
Advertising – Campaign related	\$ <u>      54,168</u>

**NOTE K – SUBSEQUENT EVENTS**

The date to which events occurring after December 31, 2017, the date of the most recent balance sheet, have been evaluated for possible adjustment to the financial statements or disclosures is April 18, 2018 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, 2017

Adult Education Foundation of Blount County	\$ 5,808
Allocations to other United Ways	169,791
American Red Cross	15,000
Big Brothers Big Sisters of East TN	18,500
Birth to Three Program – LTVEC	50,000
Blount County Community Action Agency	67,500
Blount County Habitat for Humanity	33,000
Boy Scouts of America	12,500
CASA of the Tennessee Heartland	21,125
Boys and Girls Clubs of Blount County	175,096
East Tennessee Children’s Hospital Rehab (designations only)	5,347
East Tennessee Kidney Foundation	30,000
East Tennessee Technology Access Center	11,000
Epilepsy Foundation of East Tennessee	18,125
Family Promise of Blount County	63,488
Florence Crittenton Agency	16,600
GATE-Gateway to Independence	12,977
Girl Scout Council of the Southern Appalachians	7,500
Good Neighbors	34,467
Haven House	122,368
Hearing and Speech Foundation	10,000
Helen Ross McNabb Center	231,662
Legal Aid of East Tennessee	75,500
Maryville Kiwanis Foundation	7,500
New Hope Blount County Children’s Advocacy Center	43,947
Second Harvest Food Bank	30,000
Senior Citizens’ Home Assistance	53,000
TN Rehabilitation Center (designations only)	754
Trinity Health Ministries, Inc.	43,000
USO (designations only)	2,017
CLS Clubs Mini Grants:	
Adult Education Foundation of Blount County	5,000
New Hope Blount County Children’s Advocacy Center	5,000
Second Harvest Food Bank	<u>5,000</u>
 Total	 <u>\$ 1,402,572</u>