

UNITED WAY OF BLOUNT COUNTY
Maryville, Tennessee

FINANCIAL STATEMENTS

December 31, 2021

UNITED WAY OF BLOUNT COUNTY
Maryville, Tennessee
For Year Ended December 31, 2021

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Whitlock & Company, P.C.

Certified Public Accountants

INDEPENDENT AUDITOR'S REPORT

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

Opinion

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, 2021, and the related statements of activities and cash flows for the year then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of United Way of Blount County as of December 31, 2021, 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.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of United Way of Blount County and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

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

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about United Way of Blount County's ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional

omissions, misrepresentations, or the override of internal control. Misstatements, including omissions, are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of United Way of Blount County's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about United Way of Blount County's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

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 pages 15-18 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 2020 financial statements and we expressed an unmodified audit opinion on those audited financial statements in our report dated April 26, 2021. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2020 is consistent, in all material respects, with the audited financial statements from which it has been derived.

Whitlock & Company, P.C.

Alcoa, Tennessee
August 24, 2022

UNITED WAY OF BLOUNT COUNTY
Statement of Financial Position
December 31, 2021
With Comparative Totals for December 31, 2020

ASSETS	<u>2021</u>	<u>2020</u>
Current Assets		
Cash	\$ 1,278,443	\$ 1,205,039
Pledges receivable, net of estimated uncollectibles of \$176,971 and \$219,891 for 2021 and 2020	<u>1,798,602</u>	<u>1,764,964</u>
Total Current Assets	<u>3,077,045</u>	<u>2,970,003</u>
Property and Equipment		
Land	203,535	203,535
Building	1,775,518	1,775,518
Building improvements	86,000	86,000
Equipment and furniture	<u>100,102</u>	<u>97,613</u>
Total Property and Equipment	2,165,155	2,162,666
Accumulated depreciation	<u>(891,439)</u>	<u>(831,963)</u>
Net Property and Equipment	<u>1,273,716</u>	<u>1,330,703</u>
Total Assets	<u>\$ 4,350,761</u>	<u>\$ 4,300,706</u>
LIABILITIES AND NET ASSETS		
Current Liabilities		
Accounts payable	\$ -	\$ 1,421
Accrued compensated absences	10,872	11,437
Accrued payroll liabilities	1,930	1,222
Deferred revenue	<u>24,800</u>	<u>-</u>
Total Current Liabilities	<u>37,602</u>	<u>14,080</u>
Long-Term Liabilities		
Security deposit	<u>11,375</u>	<u>11,375</u>
Total Liabilities	<u>48,977</u>	<u>25,455</u>
Net Assets		
Without Donor Restrictions:		
Board Designated	356,326	362,508
Undesignated	2,146,856	2,147,779
With Donor Restrictions	<u>1,798,602</u>	<u>1,764,964</u>
Total Net Assets	<u>4,301,784</u>	<u>4,275,251</u>
Total Liabilities and Net Assets	<u>\$ 4,350,761</u>	<u>\$ 4,300,706</u>

See accompanying independent auditor's report and notes.

UNITED WAY OF BLOUNT COUNTY
Statement of Activities
Year Ended December 31, 2021
With Comparative Totals for the Year Ended December 31, 2020

	Without Donor <u>Restrictions</u>	With Donor <u>Restrictions</u>	2021 <u>Total</u>	2020 <u>Total</u>
REVENUE AND OTHER SUPPORT				
Contributions	\$ -	\$ 2,094,329	\$ 2,094,329	\$ 1,947,999
COVID-19 Response Fund	-	95,050	95,050	275,059
Less, provision for uncollectible				
Net of recoveries	-	(137,458)	(137,458)	(90,894)
Less, donor designations	<u>-</u>	<u>(222,140)</u>	<u>(222,140)</u>	<u>(210,267)</u>
Net campaign revenue	-	1,829,781	1,829,781	1,921,897
Special events income, net of direct expenses of \$7,092	-	77,857	77,857	61,268
Grants awarded	45,000	-	45,000	-
In-kind revenue	20,269	-	20,269	18,000
Interest income	2,096	-	2,096	3,364
Forgiveness of PPP loan	-	-	-	75,439
Rental income	68,250	-	68,250	68,250
Media sponsor	14,700	-	14,700	12,700
Meeting sponsor	12,450	-	12,450	8,600
Miscellaneous	5,913	-	5,913	7,805
Net assets released from Restrictions	<u>1,874,000</u>	<u>(1,874,000)</u>	<u>-</u>	<u>-</u>
Total Revenues and Other Support	<u>2,042,678</u>	<u>33,638</u>	<u>2,076,316</u>	<u>2,177,323</u>
EXPENSES				
Programs				
Health and human services	1,709,371	-	1,709,371	1,749,909
Supporting Services				
General and administrative	87,071	-	87,071	82,380
Campaign Fundraising	165,878	-	165,878	156,086
Other expenses – rental	<u>87,463</u>	<u>-</u>	<u>87,463</u>	<u>79,719</u>
Total Expenses (includes donated services of \$17,780)	<u>2,049,783</u>	<u>-</u>	<u>2,049,783</u>	<u>2,068,094</u>
Change in Net Assets	(7,105)	33,638	26,533	109,229
NET ASSETS – BEGINNING OF YEAR	<u>2,510,287</u>	<u>1,764,964</u>	<u>4,275,251</u>	<u>4,166,022</u>
NET ASSETS – END OF YEAR	<u>\$ 2,503,182</u>	<u>\$ 1,798,602</u>	<u>\$ 4,301,784</u>	<u>\$ 4,275,251</u>

See accompanying independent auditor's report and notes

UNITED WAY OF BLOUNT COUNTY
Statement of Cash Flows
Year Ended December 31, 2021
With Comparative Totals for the Year Ended December 31, 2020

	<u>2021</u>	<u>2020</u>
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	\$ 26,533	\$ 109,229
Adjustments to reconcile increase (decrease) in net assets to net cash provided by operating activities:		
Depreciation	59,476	60,100
In-kind contributions of fixed assets	(2,489)	-
Change in allowance for doubtful accounts	(42,920)	90,894
Change in assets and liabilities:		
Gross pledges receivable	9,282	(42,118)
Accounts payable	(1,421)	(395)
Security deposit	-	11,375
Accrued payroll	708	-
Deferred revenue	24,800	-
Accrued compensated absences	(565)	1,687
Net Cash Provided By Operating Activities	<u>\$ 73,404</u>	<u>\$ 230,772</u>
CASH FLOWS USED BY INVESTING ACTIVITIES		
Purchase of fixed assets	<u>-</u>	<u>-</u>
NET INCREASE (DECREASE) IN CASH	73,404	230,772
CASH AT BEGINNING OF YEAR	<u>1,205,039</u>	<u>974,267</u>
CASH AT END OF YEAR	<u>\$ 1,278,443</u>	<u>\$ 1,205,039</u>
Supplemental Non-Cash Information:		
Donated Services	\$ 17,780	\$ 18,000
Donated Fixed Assets	2,489	-
	<u>\$ 20,269</u>	<u>\$ 18,000</u>

See accompanying independent auditor's report and notes.

UNITED WAY OF BLOUNT COUNTY
Statement of Functional Expenses
Year Ended December 31, 2021
With Comparative Totals for the Year Ended December 31, 2020

	<u>Program Services</u> Health & Human Services	General And <u>Administrative</u>	Campaign Fund <u>Raising</u>	<u>Rental</u>	2021 <u>Total</u>	2020 <u>Total</u>
Salaries	\$ 203,414	\$ 36,984	\$ 92,460	\$ 36,984	\$ 369,842	\$ 355,691
Employee benefits	47,530	14,691	15,555	8,642	86,418	83,742
Payroll taxes	15,506	5,638	4,229	2,819	28,192	27,117
Insurance and bonds	3,132	1,125	1,365	2,410	8,032	7,797
Conferences and meetings	3,360	1,222	1,528	-	6,110	4,984
Dues	18,629	6,774	8,468	-	33,871	29,132
Campaign supplies	-	-	562	-	562	407
Depreciation	21,411	7,464	8,923	21,678	59,476	60,100
Maintenance and repairs	14,314	5,274	6,781	11,301	37,670	19,916
Occupancy	4,598	1,694	2,178	3,629	12,099	13,852
Postage and shipping	1,354	492	616	-	2,462	2,554
Printing	1,673	608	761	-	3,042	3,374
Professional	2,750	1,000	1,250	-	5,000	4,600
Telephone	2,558	930	1,163	-	4,651	3,740
Travel	2,145	780	975	-	3,900	3,900
Subscriptions/Publications	103	38	47	-	188	188
Supplies	993	361	451	-	1,805	1,776
Miscellaneous	778	283	353	-	1,414	2,298
Advertising	15,280	-	12,502	-	27,782	26,823
Agencies – allocations	1,203,415	-	-	-	1,203,415	1,230,074
COVID 19 Response Grants	137,354	-	-	-	137,354	163,660
Annual program fees	-	-	-	-	-	8,200
Meeting sponsors expense	4,363	-	3,570	-	7,933	4,100
Equipment	435	158	198	-	791	1,712
Bank fees	2,082	757	946	-	3,785	4,923
Licenses and fees	1,798	654	817	-	3,269	3,434
Other operating expense	396	144	180	-	720	-
Total Expenses	<u>\$ 1,709,371</u>	<u>\$ 87,071</u>	<u>\$ 165,878</u>	<u>\$ 87,463</u>	<u>\$ 2,049,783</u>	<u>\$ 2,068,094</u>

See accompanying independent auditor's report and notes.

UNITED WAY OF BLOUNT COUNTY

Notes to Financial Statements

Year Ended December 31, 2021

NOTE A - NATURE OF ACTIVITIES AND SIGNIFICANT ACCOUNTING POLICIES

United Way of Blount County (UWBC or 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 are presented on the accrual basis. The significant accounting policies followed are described below:

Net assets and revenues, expenses, gains and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, net assets of the Organization and changes therein are classified and reported as follows:

Net assets without donor restrictions – Net assets that are not subject to donor-imposed stipulations.

Net assets with donor restrictions – Net assets subject to grantor or donor-imposed stipulations that may or will be met, either by actions by the Organization and/or the passage of time. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statement of activities released from restrictions.

All contributions are considered to be without donor restrictions unless specifically restricted by the donor. Amounts received that are restricted by the donor for specific purposes are reported as net assets with donor restrictions.

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, 2020, 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, 2021 and 2020, there were no cash equivalents.

Contributions and accounts receivable

The Organization reports contributions, net of an allowance for doubtful accounts, at the amount which represents management's estimate of the amount that ultimately will be realized. The Organization reviews the adequacy of its allowance for uncollectible accounts on an ongoing basis, using historical trends and existing economic conditions, as well as review of specific accounts, and makes adjustments in the allowance as necessary.

(Continued)

UNITED WAY OF BLOUNT COUNTY

Notes to Financial Statements
Year Ended December 31, 2021

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

Donated Services and In-Kind Contributions

A large number of volunteers donate substantial amounts of time toward the annual campaign and the various community activities. Donated services are only recognized if the donated service requires specialized skills and were provided by a donor who possesses such skills and would have been purchased by the Organization if not donated. Donated property and other in-kind contributions are recognized in the financial statements at fair value when received.

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

Property and equipment in excess of \$1,000 and all expenditures for repairs, maintenance, renewals and betterments that materially prolong the useful lives of assets are capitalized at cost. Donations of property and equipment are recorded as support at their estimated fair value. Such donations are reported as support without donor restrictions unless the donor has restricted the donated assets to a specific purpose. Assets donated with explicit restrictions regarding their used and contributions of cash that must be used to acquire property and equipment are reported as restricted donor support. Absent donor stipulations regarding how long those donated assets must be maintained, the Organization reports expirations or donor restrictions when the donated or acquired assets are placed in service as instructed by the donor. The Organization reclassifies net assets with donor restrictions to net assets without donor restrictions at that time. Depreciation expense for the years ended December 31, 2021 and 2020, was \$59,476 and \$60,100, respectively, computed using straight-line methods over the estimated useful lives of the assets, which range from five to thirty-nine years.

Recently Issued Accounting Standards

In February 2016, the FASB issued ASU No. 2016-02 – *Leases*. The standard requires all leases with lease terms over twelve months to be capitalized as a right to use asset and lease liability on the statement of financial position at the date of lease commencement. Leases will be classified as either financing or operating. This distinction will be relevant for the pattern or expense recognition in the statement of activities and changes in net assets. This standard will be effective for annual periods beginning after December 15, 2021. Management is evaluating the potential impact of the adoption of this standard.

Functional Allocation of Expense

The cost of providing the various program services have been summarized on a functional basis in the statement of functional expenses. Accordingly, certain costs have been allocated among the programs and supporting services.

(Continued)

UNITED WAY OF BLOUNT COUNTY

Notes to Financial Statements
Year Ended December 31, 2021

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

Fair value of financial instruments

The carrying amounts reported in the statement of financial position for cash and cash equivalents, pledge receivables, and accrued expenses approximate fair value based on the short-term nature of these instruments.

Revenue recognition

Contributions are recognized when the donor makes an unconditional promise to give to the Organization. Donor-restricted contributions are reported as increases in net assets with donor restrictions. When a donor restriction is accomplished, net assets with donor restrictions are reclassified to net assets without donor restrictions and are reported in the statement of activities and changes in net assets are net assets released from restriction. The Organization considers the pledges received under the current year community-wide campaign, to be restricted for use in the following year.

Program revenues are generally recognized when services are rendered. The Organization recognizes revenue from fundraising on the day of a fundraising event.

Donor designations

The Organization receives contributions that have been designated by the donor for certain member groups and agencies. The Organization honors these designations and transfers the donor designated gifts to the appropriate groups or agencies. At December 31, 2021 and 2020, all designated gifts received had been allocated accordingly.

Advertising

The Organization had advertising costs of \$27,782 and \$26,823 during the years ended December 31, 2021 and 2020, respectively. Advertising costs are expensed when they are incurred. Advertising valued at \$17,760 and \$18,000 was donated during the years ended December 31, 2021 and 2020, respectively and is included in the Statements of Functional Expenses. Corresponding revenue is included in the in-kind revenue line in the Statement of Activities.

Income Tax Status

The Organization is exempt from federal income tax under Internal Revenue Code Section 501(c)(3) and the Internal Revenue Service has determined that the Organization is not a private foundation under Internal Revenue Code Section 509(a). There were no unrecognized tax benefits identified or recorded as liabilities for the years ending December 31, 2021 and 2020.

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 pledge securities held by the bank.

(Continued)

UNITED WAY OF BLOUNT COUNTY

Notes to Financial Statements
Year Ended December 31, 2021

NOTE B – LIQUIDITY

The Organization has a policy to manage its liquidity and reserve following three guiding principles: operating within a prudent range of financial stability, maintaining adequate liquidity to fund near-term operations and maintaining sufficient reserves to provide reasonable assurance that long-term obligations will be discharged. The Organization's financial assets available within one year of the statement of financial position date for general expenditures are as follows:

	<u>2021</u>	<u>2020</u>
Financial assets to meet cash needs for General expenditures within one year		
Cash and cash equivalents	\$ 1,278,443	\$ 1,205,039
Pledges receivable, net	<u>1,798,602</u>	<u>1,764,964</u>
Total financial assets available to meet cash needs for general expenditures within one year	<u>\$ 3,077,045</u>	<u>\$ 2,970,003</u>

NOTE C – NET ASSETS WITH DONOR RESTRICTIONS

Net assets with donor restrictions consist of the following as December 31:

	<u>2021</u>	<u>2020</u>
Pledge receivable	\$ 1,975,573	\$ 1,984,855
Less: Allowance for uncollectibles	<u>(176,971)</u>	<u>(219,891)</u>
	<u>\$ 1,798,602</u>	<u>\$ 1,764,964</u>

NOTE D - RETIREMENT PLAN

The Organization provides a defined contribution plan designed to meet the requirements of IRS Code § 403(b). All full-time and eligible part-time employees are eligible after two years of service with 1,000 hours each year, and a minimum age of 21. UWBC will contribute 10% of the participant's annual compensation into the employee's plan. The plan offers immediate vesting. Eligible employees can defer a portion of their compensation (elective deferrals) to the Plan. Enrollment forms and information, a salary reduction agreement, a copy of the Summary Plan Description (SPD), and a list of investment options are available at the time of hire, eligibility, or upon request. While it is expected that these plans will continue indefinitely, UWBC reserves the right to modify, change carriers or discontinue them at any time. Total expense for the years ended December 31, 2021 and 2020 was \$34,505 and 34,540, respectively.

(Continued)

UNITED WAY OF BLOUNT COUNTY
Notes to Financial Statements
Year Ended December 31, 2021

NOTE E – BOARD DESIGNATED NET ASSETS

The Board has designated the following net assets:

	<u>2021</u>	<u>2020</u>
Future Fund	\$ 90,691	\$ 89,753
Building maintenance reserve	66,295	65,343
Summit fund	75,063	82,472
Champions for Change	550	-
Connect.Lead.Serve (CLS)	13	732
Community Force	159	1,059
Connect United	5,250	5,750
COVID-19 Response Fund	69,095	111,399
Concert	6,000	6,000
Arconic grant	38,947	-
DEI workshops	894	-
Discretionary grants	<u>3,369</u>	<u>-</u>
	<u>\$ 356,326</u>	<u>\$ 362,508</u>

NOTE F – PROPERTY AND EQUIPMENT

Property and equipment consist of the following:

	<u>2021</u>	<u>2020</u>
Land	\$ 203,535	\$ 203,535
Building	1,775,518	1,775,518
Building improvements	86,000	86,000
Equipment and furniture	<u>100,102</u>	<u>97,613</u>
Total property and equipment	2,165,155	2,162,666
Less – Accumulated depreciation	<u>(891,439)</u>	<u>(831,963)</u>
Net property and equipment	<u>\$ 1,273,716</u>	<u>\$ 1,330,703</u>

Depreciation expense for the years ended December 31, 2021 and 2020 was \$59,476 and \$60,100, respectively.

NOTE G – RECLASSIFICATION

Certain items previously reported in the 2020 financial statements have been reclassified to facilitate the presentations in the 2021 financial statements.

(Continued)

UNITED WAY OF BLOUNT COUNTY

Notes to Financial Statements
Year Ended December 31, 2021

NOTE H – 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, 2021 and 2020 were \$10,872 and \$11,437, respectively.

NOTE I – 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 campaigns is as follows:

	<u>2021</u>	<u>2020</u>
2022/2023 Campaign	\$ 1,800	\$ -
2021/2022 Campaign	1,542,075	-
2020/2021 Campaign	242,803	1,446,614
2019/2020 Campaign	101,606	312,792
2018/2019 Campaign	87,289	109,572
2017/2018 Campaign	<u>-</u>	<u>115,877</u>
	1,975,573	1,984,855
Less allowance for uncollectible pledges	<u>(176,971)</u>	<u>(219,891)</u>
Net property and equipment	<u>\$ 1,798,602</u>	<u>\$ 1,764,964</u>

The following summarizes the change in the allowance for estimated uncollectible pledges for the year ended December 31:

	<u>2021</u>	<u>2020</u>
Balance at beginning of year	\$ 219,891	\$ 128,997
Provision	137,458	90,894
Write-offs, net	<u>(180,378)</u>	<u>-</u>
Balance at end of year	<u>\$ 176,971</u>	<u>\$ 219,891</u>

(Continued)

UNITED WAY OF BLOUNT COUNTY
Notes to Financial Statements (Continued)
Year Ended December 31, 2021

NOTE J – LEASES IN FINANCIAL STATEMENT OF LESSORS

The Organization is the lessor of office space within the headquarters building under an operating lease expiring June 30, 2024.

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

	<u>2021</u>	<u>2020</u>
6,500 square feet of 13,100 square feet building	\$ 845,457	\$ 845,457
Less: Accumulated depreciation	<u>(373,410)</u>	<u>(351,732)</u>
	<u>\$ 472,047</u>	<u>\$ 493,725</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 December 31,</u>	<u>Amount</u>
2022	\$ 68,250
2023	68,250
2024	34,125

NOTE K – DONATED SERVICES

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

	<u>2021</u>	<u>2020</u>
Expenses:		
Advertising – Campaign related	\$ 17,780	\$ 18,000

NOTE L – CONCENTRATION

During the year ended December 31, 2021, the Organization received approximately 34% of its support from two donors. During the year ended December 31, 2020 the Organization received approximately 38% of its support from seven donors. If a significant reduction in these levels of support were to occur, it could have a significant impact on the Organization’s operations.

(Continued)

UNITED WAY OF BLOUNT COUNTY
Notes to Financial Statements (Continued)
Year Ended December 31, 2021

NOTE M – OPERATING LEASE

In February 2020, the organization entered into a contract for the lease of a printer and a copier for 60 months at a rate of \$232 per month. The Organization incurred \$2,783 and \$2,319 in rental expense under this operating lease for the years ended December 31, 2021 and 2020, respectively.

Future minimum lease payments under non-cancelable leases as of December 31, 2021, are as follows:

<u>Year Ending December 31,</u>	<u>Amount</u>
2022	\$ 2,783
2023	2,783
2024	2,783
2025	696

NOTE N– LINE OF CREDIT

The Organization has a \$250,000 unsecured line of credit with a local bank. The line of credit matures on July 20, 2022. There was no unpaid balance on the line of credit for the years ended December 31, 2021 and 2020, respectively. Interest is payable monthly at the bank’s base rate, which was 3.25% for the years ended December 31, 2021 and 2020, respectively. There were no draws from the line of credit during 2021 or 2020 and therefore the Organization did not incur interest expense during 2021 or 2020.

NOTE O – FUNCTIONAL ALLOCATION OF EXPENSES

The costs of providing the various programs and supporting services have been summarized on a functional basis in the statement of activities. Expenses are charged directly to program, fundraising, rental or management categories based on specific identification or management’s allocation, based on expenditures and assessment of time and effort devoted to the respective functions. During the years ended December 31, 2021 there were no joint costs involving fundraising appeals.

UWBC functional expenses percentages are as follows:

55%, 20% and 25% for Program Services, General and Administrative, and Campaign Fundraising, respectively for the following categories: travel, professional fees, bank fees, equipment, telephone, license and fees, postage and shipping, dues, printing, subscriptions/publications, conferences and meetings, miscellaneous, other operating, and supplies expenses.

36%, 12.55%, 15% and 36.45% for Program Services, General and Administrative, Campaign Fundraising and Rental, respectively for the following categories: depreciation expense.

(Continued)

UNITED WAY OF BLOUNT COUNTY
Notes to Financial Statements (Continued)
Year Ended December 31, 2021

NOTE O – FUNCTIONAL ALLOCATION OF EXPENSES (Continued)

38%, 14%, 18% and 30% for Program Services, General and Administrative, Campaign Fundraising and Rental, respectively for the following categories: occupancy and repairs and maintenance expenses.

39%, 14%, 17% and 30% for Program Services, General and Administrative, Campaign Fundraising and Rental, respectively for the following categories: insurance and bonds expense.

100% for Program Services for the following categories: agency allocations, designations to other United Ways, program fees, and grant expenses.

NOTE P – SUBSEQUENT EVENTS

The date to which events occurring after December 31, 2021, the date of the most recent balance sheet, have been evaluated for possible adjustment to the financial statements or disclosures is August 24, 2022, which is the date on which the financial statements were issued.

In February 2022, the Organization signed a lease to rent a postage machine. Under the terms of the lease, the Organization will pay 20 quarterly payment of \$282 beginning on June 10, 2022.

In June 2022, the Organization entered into a three-year subscription fee agreement. Under the terms of the agreement, the Organization will pay three annual payments of \$2,550 in exchange for hosting services and annual software maintenance support.

SUPPLEMENTAL INFORMATION

UNITED WAY OF BLOUNT COUNTY
Schedule of Agency Support
Year Ended December 31, 2021

A Place to Stay	\$ 20,804
Big Brothers Big Sisters of East TN	11,677
Blount County Community Action Agency	71,968
Blount County Habitat for Humanity	34,435
Boys and Girls Club of Blount County	160,485
CASA of the Tennessee Heartland	33,820
Compassion Counseling	24,157
East Tennessee Children’s Hospital Rehab Center (designations only)	9,295
East Tennessee Kidney Foundation, Inc.	13,045
Epilepsy Foundation of East Tennessee	4,831
Family Promise of Blount County	67,640
The Florence Crittenton Agency	16,234
GATE – Gateway to Independence	19,326
Girl Scouts of the Southern Appalachians	742
Girls Inc. of TN Valley	29,393
Good Neighbors of Blount County	48,314
Great Smoky Mountain Council, Boy Scouts of America	7,730
Haven House, Inc.	82,053
The Hearing and Speech Foundation	9,663
Kingdom Design Ministries, Inc.	15,000
Legal Aid of East Tennessee	74,403
LTVEC – Birth to Three Program	22,225
Maryville Kiwanis Foundation- Imagination Library	7,247
McNabb Center	253,251
New Hope Blount County Children’s Advocacy Center	52,056
Second Harvest Food Bank of East Tennessee	26,523
Senior Citizens Home Assistance Service, Inc.	53,146
SPARK (designations only)	528
Trinity Health Ministries, Inc.	28,989
Designations to Other United Ways	<u>211,575</u>
	1,410,555
CLS Clubs Mini Grants:	
Blount County Community Action Agency	5,000
Girls Inc. of TN Valley	5,000
New Hope Blount County Children’s Advocacy Center	<u>5,000</u>
	15,000
COVID-19 Response Fund Grants:	
A Place to Stay	5,913
Big Brothers Big Sisters of East Tennessee	407
Blount County Community Action Agency	2,512
Blount County Habitat for Humanity	1,201
Boys & Girls Club of Blount County	5,600
CASA of TN Heartland	1,180

(Continued)

UNITED WAY OF BLOUNT COUNTY
Schedule of Agency Support
Year Ended December 31, 2021

COVID-19 Response Fund Grants (Continued):	
Compassion Counseling	843
East TN Kidney Foundation	455
Epilepsy Foundation of East Tennessee	169
Family Promise of Blount County	3,860
First United Methodist Church/RAM Clinic	1,000
GATE – Gateway to Independence	674
Girls Inc. of TN Valley	607
Good Neighbors of Blount County	86,686
Great Smoky Mountain Council, BSA	270
Haven House	2,863
Legal Aid of East Tennessee	2,597
LTVEC – Birth to Three Program	775
Maryville Kiwanis Foundation	253
McNabb Center	8,313
New Hope Blount County Children’s Advocacy Center	1,816
Second Harvest Food Bank of East Tennessee	925
Senior Citizens Home Assistance Service, Inc.	6,521
The Florence Crittenton Agency	566
The Hearing and Speech Foundation	337
Trinity Health Ministries, Inc.	<u>1,011</u>
	137,354
 Total	 <u>\$ 1,562,909</u>

(Continued)

UNITED WAY OF BLOUNT COUNTY
Schedule of Agency Support
Year Ended December 31, 2020

Big Brothers Big Sisters of East TN	\$ 18,396
Blount County Community Action Agency	84,480
Blount County Habitat for Humanity	35,636
Boys and Girls Club of Blount County	166,085
CASA of the Tennessee Heartland	25,000
East Tennessee Children’s Hospital Rehab Center (designations only)	9,288
East Tennessee Kidney Foundation, Inc.	18,000
Epilepsy Foundation of East Tennessee	11,500
Family Promise of Blount County	76,800
The Florence Crittenton Agency	16,600
GATE – Gateway to Independence	14,820
Girl Scouts of the Southern Appalachians	15,000
Girls Inc. of TN Valley	30,000
Good Neighbors of Blount County	46,000
Great Smoky Mountain Council, Boy Scouts of America	24,260
Haven House, Inc.	76,926
The Hearing and Speech Foundation	10,000
Legal Aid of East Tennessee	77,000
LTVEC – Birth to Three Program	25,000
Maryville Kiwanis Foundation- Imagination Library	7,500
McNabb Center	262,515
New Hope Blount County Children’s Advocacy Center	59,108
Second Harvest Food Bank of East Tennessee	29,948
Senior Citizens Home Assistance Service, Inc.	54,500
SPARK (designations only)	139
Trinity Health Ministries, Inc.	30,000
Designations to Other United Ways	<u>200,840</u>
	1,425,341
CLS Clubs Mini Grants:	
Blount County Community Action Agency	5,000
Girls Inc. of TN Valley	5,000
New Hope Blount County Children’s Advocacy Center	<u>5,000</u>
	15,000
COVID-19 Response Fund Grants:	
Big Brothers Big Sisters of East Tennessee	1,355
Blount County Community Action Agency	10,000
Blount County Habitat for Humanity	5,000
Boys & Girls Club of Blount County	5,000
Camp in the Community	5,000
Centro Hispano	5,000
Compassion Counseling	2,675

(Continued)

UNITED WAY OF BLOUNT COUNTY
Schedule of Agency Support
Year Ended December 31, 2020

COVID-19 Response Fund Grants (Continued):	
Epilepsy Foundation of East Tennessee	5,000
Family Promise of Blount County	2,000
GATE – Gateway to Independence	5,500
Girls Inc. of TN Valley	2,500
Good Neighbors of Blount County	75,000
LTVEC – Birth to Three Program	1,800
McNabb Center	12,700
New Hope Blount County Children’s Advocacy Center	6,500
Salvation Army	5,000
Second Harvest Food Bank of East Tennessee	5,000
Senior Citizens Home Assistance Service, Inc.	8,000
UWBC Technology Implementation	<u>630</u>
	163,660
 Total	 <u>\$ 1,604,001</u>