# UNITED WAY OF SOUTHERN CAMERON COUNTY

# FINANCIAL STATEMENTS

# AND

# INDEPENDENT AUDITORS' REPORT

June 30, 2020



# **Independent Auditors' Report**

Board of Directors United Way of Southern Cameron County

#### **Report on the Financial Statements**

We have audited the accompanying statements of United Way of Southern Cameron County, which comprise the statement of financial position as of June 30, 2020, and the related statements of activities and changes in net assets, functional expenses and cash flows 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 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 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 our 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 auditors' 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 Southern Cameron County as of June 30, 2020, and the changes in 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 Summarized Comparative Information**

We have previously audited the United Way of Southern Cameron County's June 30, 2019 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated October 4, 2019. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2019 is consistent, in all material respects, with the audited financial statements from which it has been derived.

Burton, Mc Cumber & Longoria LLP.

Brownsville, Texas November 4, 2020

# FINANCIAL STATEMENTS

# UNITED WAY OF SOUTHERN CAMERON COUNTY STATEMENT OF FINANCIAL POSITION June 30, 2020

# ASSETS

				2020				
	Wit	hout Donor	Wi	th Donor				2019
	R	estrictions	Res	strictions		Total	(Me	morandum)
CURRENT ASSETS Cash and cash equivalents	\$	1,253,522	\$	3,622	\$	1,257,144	\$	658,045
Pledges receivable, net	Ψ	288,325	Ψ	- 3,022	Ψ	288,325	Ψ	273,232
Grants receivable				57,500		57,500		121,175
Other receivable		3,019		-		3,019		28,237
Investments		1,017,120		-		1,017,120		1,006,021
Prepaid expenses		1,774		-		1,774		1,974
Interfund	(	586,964)		586,964		-		-
Total current assets		1,976,796		648,086		2,624,882		2,088,684
LAND, BUILDING & EQUIPMENT, NET		458,817		-		458,817		486,111
Total assets	\$	2,435,613	\$	648,086	\$	3,083,699	\$	2,574,795

# LIABILITIES AND NET ASSETS

				2020				
	Wit	hout Donor	Wit	th Donor		2019		
	Re	estrictions	Res	strictions	 Total	(Me	morandum)	
CURRENT LIABILITIES								
Agency allocations payable	\$	491,472	\$	-	\$ 491,472	\$	553,543	
Current maturities on long-term debt		49,911		-	49,911		-	
Other payables		52,449		1,553	 54,002		6,470	
Total current liabilities		593,832		1,553	595,385		560,013	
LONG-TERM DEBT		62,389		-	62,389		-	
NET ASSETS								
Without donor restrictions - board designated		644,326		-	644,326		604,998	
Without donor restrictions - undesignated		1,135,066		-	1,135,066		955,801	
With donor restrictions		-		646,533	 646,533		453,983	
Total net assets		1,779,392		646,533	 2,425,925		2,014,782	
Total liabilities and net assets	\$	2,435,613	\$	648,086	\$ 3,083,699	\$	2,574,795	

The accompanying notes are an integral part of this financial statement. 5

# UNITED WAY OF SOUTHERN CAMERON COUNTY STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS Year ended June 30, 2020

				2020				
	Wi	thout Donor	W	ith Donor				2019
	Restrictions		Restrictions		Total		(M	emorandum)
REVENUES AND OTHER SUPPORT:								
Campaign support:								
Gross campaign pledges	\$	956,106	\$	-	\$	956,106	\$	947,708
Provision for uncollectible pledges	(	65,227)		-	(	65,227)	(	76,106)
Total campaign support		890,879		-		890,879		871,602
Grant income		85,000		761,892		846,892		517,785
Fiscal sponsorship income		-		-		-		-
Sponsorships		21,626		-		21,626		27,815
Special event income		5,307		-		5,307		11,093
In-kind revenue		173,412		-		173,412		103,290
Interest income		22,161		-		22,161		16,269
Rental income		12,000		-		12,000		12,900
Other income		189,412		16,710		206,123		68,561
Net assets released from restrictions		586,052	(	586,052)		-		-
Total revenues, gains and other support		1,985,849		192,550		2,178,400		1,629,315
EXPENSES BY PROGRAM:								
Health		442,640		-		442,640		251,532
Income		571,444		-		571,444		562,399
Education		469,032		-		469,032		576,208
Community investment		21,055		-		21,055		30,388
Total expenses by program		1,504,171		-		1,504,171		1,420,527
SUPPORT SERVICES:								
Fundraising expense		132,790		-		132,790		126,971
Management and general expenses		130,296		-		130,296		101,367
Total expenses		1,767,257		-		1,767,257		1,648,865
Change in net assets		218,592		192,550		411,142	(	19,550)
Net assets at beginning of year		1,560,800		453,983		2,014,783		2,034,332
Net assets at end of year	\$	1,779,392	\$	646,533	\$	2,425,925	\$	2,014,782

The accompanying notes are an integral part of this financial statement.

### UNITED WAY OF SOUTHERN CAMERON COUNTY STATEMENT OF FUNCTIONAL EXPENSES Year ended June 30, 2020

		Program	Servi	ces			Supporting Services													
	 Health	 Income	Education		Education		Education		Community Education Investment		Management Fundraising and General		Fundraising				2020 Total		2019 (Memorandum)	
Salaries	\$ 103,660	\$ 137,860	\$	163,661	\$	9,674	\$	63,111	\$	73,265	\$	551,231	\$	435,510						
Fringe benefits	6,668	19,269		41,156		2,747		24,062		22,552		116,454		100,656						
Administration	15,192	163,289		38,825		6,563		12,981		12,243		249,093		260,621						
Insurance	362	2,451		2,344		308		1,404		1,703		8,572		8,459						
Books	-	2,347		-		-		-		-		2,347		-						
Volunteer incentives	-	3,195		-		-		-		-		3,195		8,315						
Volunteer recognition	-	-		-		-		22		-		22		-						
Internships	-	-		-		-		-		-		-		98,440						
COVID-19 Expenses	81,052	-		-		-		-		989		82,041		-						
Community investment activities	8,500	-		-		-		-		-		8,500		91						
Stipends	-	1,000		-		-		-		-		1,000		8,350						
Implementation Costs	-	-		55,327		-		-		-		55,327		-						
Technology	740	3,625		6,216		630		2,870		3,480		17,561		18,385						
Training	61	5,408		754		52		796		187		7,258		25,644						
Professional fees	620	5,751		4,016		528		2,406		10,917		24,238		24,299						
Memberships	650	4,400		4,208		553		2,522		3,057		15,390		16,107						
Campaign	-	-		1,355		-		20,455		-		21,810		26,685						
Board expenses	-	1		1		-		1		1		4		691						
Agency allocations	222,500	75,000		129,667		-		-		-		427,167		501,494						
Indirect allocation	2,635	-		-		-		-		-		2,635		11,828						
In-kind expenses	 -	 147,848		21,502		-		2,160		1,902		173,412		103,290						
Total expenses	\$ 442,640	\$ 571,444	\$	469,032	\$	21,055	\$	132,790	\$	130,296	\$	1,767,257	\$	1,648,865						

The accompanying notes are an integral part of this financial statement.

# UNITED WAY OF SOUTHERN CAMERON COUNTY STATEMENT OF CASH FLOWS Year ended June 30, 2020

				2019
		2020	(Me	emorandum)
CASH FLOWS FROM OPERATING ACTIVITIES Change in net assets Adjustments to reconcile change in net assets to	\$	411,142	\$(	19,550)
net cash provided operating activities Depreciation expense Bad debt expense Changes in operating assets and liabilities:		34,167 65,227		33,162 76,106
Pledges receivable Grants receivable Other receivable Prepaid expenses Agency allocations payable Other payables	(	80,319) 63,675 25,218 200 62,071) 47,532	( ( ( (	104,083) 59,834) 10,291) 315) 7,577 2,271)
Net cash provided by (used in) operating activities		504,771	(	79,499)
CASH FLOWS FROM INVESTING ACTIVITIES Purchase of equipment Net change in investments	(	6,873) 11,099)	(	671) 345,383)
Net cash used in investing activities	(	17,972)	(	346,054)
CASH FLOWS FROM FINANCING ACTIVITIES Debt proceeds		112,300		
Net cash provided by financing activities		112,300		-
Net increase (decrease) in cash and cash equivalents		599,099	(	425,553)
Cash and cash equivalents at beginning of year		658,045		1,083,598
Cash and cash equivalents at the end of the year	\$	1,257,144	\$	658,045

## NOTE A – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### 1. Nature of Activities and Basis of Presentation

The United Way of Southern Cameron County ("Organization") is a non-profit tax-exempt organization whose purpose is to "improve lives by mobilizing the caring power of communities to advance the common good." The Organization was originally founded in 1955 as the United Fund of Brownsville, and later in 1993 adopted the name United Way of Southern Cameron County and extended its efforts to the following communities located in Cameron County, Texas; cities of Los Fresnos, Port Isabel, Laguna Vista and South Padre Island.

The Organization concentrates its efforts of improving the lives of those within the community with three major initiatives: 1) Education – helping children and youth achieve their potential, 2) Income – promoting financial stability and independence, 3) Health – improving people's health, 4) Community Investment – efforts to address the community's needs and the potential for impact.

The Organization's financial statements are presented in accordance with ASC Topic 958 "Not-for-Profit Entities", in which net assets and revenues, and gains and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, the net assets of the Organization and changes therein are classified as follows:

<u>Net assets without donor restrictions</u>: Net assets that are not subject to donor-imposed restrictions and may be expended for any purpose in performing the primary objectives of the Organization. The Organization's board may designate assets without restrictions for specific operational purposes from time to time.

<u>Net assets with donor restrictions:</u> Net assets subject to stipulations imposed by donors, and grantors. Some donor restrictions are temporary in nature; those restrictions will be met by actions of the Non-Profit Organization or by passage of time. Other donor restrictions are perpetual in nature, where by the donor has stipulated the funds be maintained in perpetuity.

#### 2. <u>Revenue Recognition</u>

The Organization derives its revenue from pledges, grants and other sources.

The Organization recognizes revenue from contributions, grants and contracts in accordance with Accounting Standards Update ("ASU") 2018-08, Not-For-Profit Entities (ASC Topic 958): Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made ("ASU 2018-08"). Accordingly, the Organization evaluates whether a transfer of assets is (1) an exchange transaction in which a resource provider is receiving commensurate value in return for the resources transferred or (2) a contribution. If the transfer of assets is determined to be an exchange transaction, the Organization applies guidance under ASC Topic 606, Revenue from Contracts with Customers ("ASC 606"). If the transfer of assets is determined to be a contribution is conditional based upon whether the agreement includes both (1) one or more barriers that must be overcome before the Organization is entitled to the assets transferred and promised and (2) a right of return of assets transferred or a right of release of a promisor's obligation to transfer assets. Both ASU 2018-08 and ASC 606 were effective for the year ended June 30, 2020 and both permitted modified retrospective application. Both standards did not have a material impact on the statements of financial position, statements of activities, cash flows, business processes, controls or systems of the Organization.

#### NOTE A - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - Continued

## 2. <u>Revenue Recognition- Continued</u>

Campaign contributions are received as donations or promises to give in the form of pledges. Contributions arise from fundraising efforts conducted by the Organization and volunteers from the community. Contributions with restrictions that are more specific than the broad limits of the nature, purpose, and overall environment of the Organization are classified as donor restrictions until such restrictions are fulfilled or released by the passage of time.

Grant revenue is recognized as either conditional or unconditional contributions. Unconditional grant funds are recognized as revenue when received. Conditional grant funds are recognized as revenue when conditions have been satisfied or fulfilled. Funds from conditional grants received in advance are recorded as deferred revenue until conditions of recognition are satisfied.

#### 3. Cash and Cash Equivalents

For purposes of the statement of cash flows, the Organization considers cash on hand and in financial institutions as well as all highly liquid investments with an initial maturity of three months or less to be cash and cash equivalents.

#### 4. <u>Investments</u>

Investments are carried at their fair value and consist of CD's with an initial maturity greater than three months.

#### 5. <u>Pledges Receivable</u>

Pledges, less an estimated allowance for uncollectible amounts, are recorded as receivables in the year made. The allowance for uncollectible pledges is based upon actual collections from previous campaigns. Allowance for uncollectible pledges totaled \$91,530 at June 30, 2020.

#### 6. Land, Building and Equipment

Land, building and equipment is recorded at historical cost. The cost of assets is depreciated over the estimated useful life of the related assets, primarily on a straight-line basis. Useful lives range from 3 - 39 years. Donated assets are recorded at estimated fair value when received.

### NOTE A - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - Continued

#### 7. Fair Value of Financial Instruments

ASC Topic 820, "Fair Value Measurements and Disclosures," defines fair value as the price that would be received from selling an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. ASC 820 establishes a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy is described as follows;

- Level 1: Inputs that are quoted prices in active markets for identical assets or liabilities that the reporting entity has the ability to access at the measurement date.
- Level 2: Inputs other than quoted prices included in Level 1 that are observable for the asset or liability, either directly or indirectly.

#### Level 3: Inputs that are unobservable for the asset or liability.

The carrying amount of cash and cash equivalents, pledges receivable, net, grants receivable, other receivables, investments, prepaid expenses, agency allocations and other payables approximate fair market value due to the relative short-term nature of these instruments.

#### 8. Federal Income Taxes

The Organization is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code. Therefore, no provision for income taxes is made in the accompanying financial statements.

The Organization's Forms 990, *Return of Organization exempt from Income Tax*, for the years ended 2017, 2018, and 2019 are subject to examination by the Internal Revenue Service, generally for three years after they were filed. However, the Organization is not currently under audit nor has the Organization been contacted by its jurisdiction.

The Organization follows FASB ASC Topic 740, "Income Taxes", as it relates to uncertain tax positions. Management has reviewed its current and past federal income tax positions and has determined, based on clear and unambiguous tax law and regulations, that the tax positions taken are certain and there is no likelihood a material tax assessment would be made if government agency examined tax returns to audit. Accordingly, no provisions for the effects of uncertain tax positions have been recorded.

#### 9. Donated Assets and Services

Donated land, buildings, equipment, investments, and other noncash donations are recorded as contributions at their fair market value at the date of donation. The Organization reports the donations as unrestricted direct support, unless explicit donor stipulations specify how the donated assets must be used and gifts, cash or other assets that must be used to acquire long-lived assets are reported as restricted support. Absent explicit donor stipulations about how long those long-lived assets must be maintained, the Organization reports expirations of donor restrictions when the donated or acquired long-lived assets are placed in service.

## NOTE A - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - Continued

#### 9. Donated Assets and Services - Continued

Donated services that do not either require specialized skills or enhance nonfinancial assets are not recorded in the accompanying financial statements because no objective basis is available to measure the value of such services. A substantial number of volunteers have donated significant amounts of their time to the Organization's program services and its fundraising campaigns, the value of which is not recorded in the accompanying financial statements as the value cannot be reasonably estimated.

For the year ended June 30, 2020, the Organization recognized donated services of \$173,412 and are reported within revenues and expenses on the Statement of Activities and Changes in Net Assets.

#### 10. Program Services

The Organization awards grants to other non-profit organizations within the community with the net distribution reported as agency allocations on the statement of functional expenses. The grantees are required to submit applications and comply with grant guidelines established by the community investment team of the Organization.

Program service expenditures are allocated among these four major internal initiatives of the Organization which are health, income, education and community investment. Each program is funded by a combination of unrestricted contributions and grant funds. Grant funds are received from private foundations, public entities and government agencies.

#### 11. Use of Estimates

The preparation of financial statements in conformity with U.S. generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosures 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. The Organization's most significant estimate is the allowance for uncollectible pledges.

#### 12. Comparative Financial Information

The financial statements include certain prior year summarized comparative information in total but not by net asset class. 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 June 30, 2019, from which the summarized information was derived.

### NOTE B – LIQUIDITY AND AVAILABILITY

The Organization manages its liquid resources by focusing on fundraising efforts to ensure the entity has adequate contributions and grants to cover the programs that are being conducted. As part of the Organization's liquidity management, it has a policy to structure its financial assets to be available as its general expenditures, liabilities and other obligations come due. In addition, the Organization invests cash in excess of daily requirements in short-term investments.

The following reflects the Organization's financial assets as of June 30, 2020 expected to be available within one year to meet cash needs for general expenditures:

Cash and cash equivalents	\$	1,257,144
Pledges receivable, net		288,325
Grants receivable		57,500
Other receivable		3,019
Investments		1,017,120
Total financial assets, at year end		2,623,108
Less those unavailable for general expenditures within one year, due to:		
Contractual or donor-imposed restrictions:		
Restricted by donor with time or purposed restrictions	(	648,086)
Agency allocation payable	(	491,472)
Financial assets available to meet cash need for general		
expenditures within one year	\$	1,483,550

#### NOTE C – PLEDGES RECEIVABLE

Pledges receivable and the allowance for uncollectible pledges consisted of the following at June 30, 2020:

Gross pledges receivable	\$	379,855
Less allowance for uncollectible pledges	(	91,530)
Total pledges receivable	\$	288,325

#### NOTE D - INVESTMENTS

The Organization's investments are reported at fair value in the accompanying statement of financial position. Investments consisted of the following at June 30, 2020:

				Fair Value Measurements at Reporting Date Using						
	F	air Value	Lev Measu	rel 1 rement		Level 2 asurement	Level 3 Measurement	;		
Certificates of deposit maturing between July 2020 and December 2020	\$	1,017,120	\$	-	\$	1,017,120	\$	-		
	\$	1,017,120	\$	-	\$	1,017,120	\$	-		

#### NOTE E – LAND, BUILDING AND EQUIPMENT

Land, building and equipment consist of the following at June 30, 2020:

\$	91,377
	57,293
	79,754
	506,339
	734,763
(	429,946)
	304,817
	154,000
\$	458,817

Depreciation expense totaled \$34,167 for the year ended June 30, 2020 which is included in the statement of functional expenses in the administration account.

#### NOTE F - BOARD DESIGNATED FUNDS

The Organization established a contingency fund in June 1985 to provide a source of funds in the event a future campaign goal, net of expenses, is not achieved. The fund is to be distributed in a manner to be determined by the Board of Directors.

Board designated funds consisted of the following at June 30, 2020:

Contingency	8	,	\$ 566,396
VITA funds			35,562
Summer Melt Initiative			2,561
Kaboom			9,807
United Against Hunger			 30,000
			\$ 644,326

## NOTE G – CONCENTRATIONS OF CREDIT RISK

The Organization maintains its cash in financial institutions located in Brownsville, Texas. Balances in accounts are insured by the Federal Deposit Insurance Corporation (FDIC) up to \$250,000 per institution. The Organization has entered into a repurchase agreement with IBC Bank whereby an established sweep deposit account is invested in certain direct obligations of the United States Government or one of its Agencies. The repurchase agreement is not covered by FDIC deposit insurance. However, IBC Bank by agreement has unconditionally promised to repurchase the repurchase obligation. The balance of the sweep deposit account totaled \$1,123,974 at June 30, 2020, and is included in cash and cash equivalents in the statement of net position.

## NOTE H - NET ASSETS - WITH DONOR RESTRICTIONS

Donor restricted net assets are available for the following purposes at June 30, 2020:

Health program Income program	\$ 245,109 204,145
Education program	193,944
Community program	 3,335
Total donor restricted net assets	\$ 646,533

#### NOTE I – PROGRAM ALLOCATIONS

Program allocations consisted of the following for the year ending June 30, 2020:

Tip of Texas Family Outreach	\$	38,000
Brownsville Adult Literacy Center	(	18,333)
Los Fresnos Boys & Girls Club		36,000
Cameron County Children's Advocacy Center		30,000
Friendship of Women		40,000
Moody Clinic		40,000
Ozanam Center		40,000
Proyecto Juan Diego		45,500
Community Development Corporation of Brownsville		20,000
Communities in Schools Camron County		37,000
Guadalupe Regional Middle School		15,000
Laguna Madre Youth Center		20,000
Garriga Elementary		8,000
Good Neighbor Settlement House		29,000
Derry Elementaty		12,000
La Puerta		10,000
Valley Initiative for Development and Advancement		25,000
Total program allocations	\$	427,167

### NOTE J – LEASES

The Organization entered into a non-cancelable lease for the use of office equipment for 36 months starting June 2018. Monthly lease payments are \$545 and will expire in June 2021.

Lease expense totaled \$6,540 for the year ended June 30, 2020 which is included in the statement of functional expenses in the administration account.

Future minimum lease payments are as follows:

Year ended June 30,	
2021	\$ 6,540
Total minimum lease payments	\$ 6,540

## NOTE K – LONG-TERM DEBT

The Organization received loan proceeds of \$112,300 under the Paycheck Protection Program (PPP). The PPP, established as part of the Coronavirus Aid, Relief and Economic Security (CARES) Act, provides for loans to qualifying businesses. The loans and accrued interest are forgivable as long as the borrower uses the loan proceeds for eligible purposes (including payroll, benefits, rent and utilities) and maintains its payroll levels.

The Organization intends to use the loan proceeds for purposes consistent with the PPP and believes that the Organization's use of the loan proceeds will meet the conditions for forgiveness of the loan. Any unforgiven portion of the loan bears interest at a rate of 1%. Should any portion of the PPP loan be deemed unforgiven, the Organization has two years to retire the loan. Principal payments required should the entire amount not be forgiven would be \$49,911 and \$62,389 for the years ending June 30, 2021 and 2022, respectively.

#### NOTE L – SUBSEQUENT EVENTS

Subsequent events have been evaluated through November 4, 2020, the date these financial statements were available to be issued.

The spread of COVID-19, a strain of coronavirus and a world-wide pandemic, appears to be altering the behavior of businesses and people in a manner that is having negative effects on global and local economies. The Organization is closely monitoring the impact of COVID-19 on its operations. The financial statements do not include adjustments relating to this pandemic.

The United States and global markets experienced significant declines in value resulting from uncertainty caused by the world-wide Covid-19 pandemic. The organization is closely monitoring its investment portfolio and its liquidity and is actively working to minimize the impact of these declines.