Financial Statements

March 31, 2017 and 2016



Independent Auditors' Report

Board of Directors of United Way of Bergen County

We have audited the accompanying financial statements of United Way of Bergen County (the "Organization") which comprise the statements of financial position as of March 31, 2017 and 2016, and the related statements of activities, functional expenses and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

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

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We did not audit the financial statements of BCUW/Madeline Housing Partners LLC ("BCUW/Madeline"), a 50% owned joint venture, accounted for on the equity method. As of and for the year ended March, 31, 2017, the Organization's equity interest in BCUW/Madeline was \$4,882,181 and its equity in earnings of BCUW/Madeline was \$1,825,360. Those statements were audited by other auditors, whose report has been furnished to us, and our opinion, insofar as it relates to the amounts included for BCUW/Madeline, is based solely on the report of the other auditors. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free 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.

Board of Directors United Way of Bergen CountyPage 2

Opinion

In our opinion, based on our audits and the report of other auditors, the financial statements referred to above present fairly, in all material respects, the financial position of United Way of Bergen County as of March 31, 2017 and 2016, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Report on Supplementary Information

PKF O'Common Douries LLP

Our audits were conducted for the purpose of forming an opinion on the financial statements as a whole. The accompanying Supplementary Schedule of Change in Net Assets on page 15 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 audits 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.

March 27, 2018

Statements of Financial Position

	March 31,	
	2017	2016
ASSETS Cash and cash equivalents Pledges receivable, net of allowance of \$989,040 and \$906,266	\$ 5,673,963 6,198,465	\$ 4,990,083 5,526,102
Notes receivable and advances	2,301,260	2,304,388
Investment in BCUW/Madeline Housing Partners LLC	4,882,181	3,056,821
Prepaid expenses and other assets Beneficial interest in charitable trusts Property and equipment, net of accumulated depreciation of \$269,249 and \$261,149	791,824 195,898 33,305	742,874 220,256 19,731
	\$20,076,896	\$16,860,255
LIABILITIES AND NET ASSETS Liabilities		
Accounts payable and accrued expenses Designations payable, net of allowance of \$791,706 and \$677,677 Other liabilities Total Liabilities	\$ 260,396 12,406,841 17,466 12,684,703	\$ 488,503 10,883,668 17,521 11,389,692
Total Liabilities	12,004,703	11,309,092
Net Assets		
Unrestricted Temporarily restricted	6,499,396 892,797	3,880,784 1,589,779
Total Net Assets	7,392,193	5,470,563
	\$20,076,896	\$16,860,255

Statements of Activities

	Year Ended March 31, 2017		Year Ended March 31, 2016		2016	
	Unrestricted	Temporarily Restricted	Total	Unrestricted	Temporarily Restricted	Total
PUBLIC SUPPORT AND OTHER REVENUES Total campaign amounts raised Less amounts raised on behalf of others Provision for uncollectible pledges	\$2,444,687 (1,097,274) (277,026)	\$ 15,216,420 (14,270,308) (53,315)	\$17,661,107 (15,367,582) (330,341)	\$ 1,970,149 (1,286,121) (111,066)	\$ 13,597,320 (11,926,837) (80,704)	\$15,567,469 (13,212,958) (191,770)
Net Current Year Contributions	1,070,387	892,797	1,963,184	572,962	1,589,779	2,162,741
Net assets released from restriction Prior year campaign contributions Less provision for uncollectible pledges	1,670,483 (80,704)	(1,670,483) <u>80,704</u>	- 	989,592 (155,791)	(989,592) 155,791	<u>-</u>
Net Campaign Revenue	2,660,166	(696,982)	1,963,184	1,406,763	755,978	2,162,741
Interest income Investment in joint venture Other, net	14,596 1,825,360 585,549	- - -	14,596 1,825,360 585,549	12,302 299,423 388,657	- - -	12,302 299,423 388,657
Total Public Support and Other Revenues	5,085,671	(696,982)	4,388,689	2,107,145	755,978	2,863,123
ALLOCATIONS AND EXPENSES Community Funding Agency allocations	102,256	-	102,256	97,262	-	97,262
Community services	658,124		658,124	772,961		772,961
Needs assessment and resource allocation expense	760,380 947,710	<u>-</u>	760,380 947,710	870,223 914,126		870,223 914,126
Total Community Funding	1,708,090		1,708,090	1,784,349		1,784,349
Supporting Services Fund raising expenses Administration expenses Total Supporting Services	251,284 507,685 758,969	<u>-</u>	251,284 507,685 758,969	256,638 535,508 792,146		256,638 535,508 792,146
Total Allocations and Expenses	2,467,059	<u>-</u>	2,467,059	2,576,495	<u>-</u>	2,576,495
Change in Net Assets	2,618,612	(696,982)	1,921,630	(469,350)	755,978	286,628
NET ASSETS Beginning of year	3,880,784	1,589,779	5,470,563	4,350,134	833,801	5,183,935
End of year	\$6,499,396	\$ 892,797	\$ 7,392,193	\$3,880,784	\$ 1,589,779	\$ 5,470,563

Statements of Functional Expenses

		Year Ended	March 31, 2017			Year Ended	March 31, 2016	
	Community	Fund			Community	Fund		
	Funding	Raising	Administration	Total	Funding	Raising	Administration	Total
Resource allocation	\$ 760,380	\$ -	\$ -	\$ 760,380	\$ 870,223	\$ -	\$ -	\$ 870,223
Salaries and wages	518,259	122,635	276,502	917,396	481,293	125,820	296,582	903,695
Employee benefits	93,367	22,094	49,814	165,275	98,326	25,706	60,590	184,622
Payroll taxes	38,177	9,034	20,369	67,580	36,365	9,507	22,409	68,281
Campaign materials	-	3,393	-	3,393	-	1,474	-	1,474
Occupancy	122,430	14,578	32,868	169,876	99,795	14,314	33,740	147,849
Professional fees	83,048	54,042	78,107	215,197	107,567	52,804	58,569	218,940
Equipment rental and maintenance	13,643	3,228	7,279	24,150	13,971	3,652	8,609	26,232
Depreciation and amortization	4,576	1,083	2,441	8,100	5,524	1,444	3,403	10,371
Supplies	6,578	1,557	3,509	11,644	5,684	1,486	3,502	10,672
Postage and mailing	5,606	1,326	2,991	9,923	5,066	1,325	3,123	9,514
Conferences and meetings	17,996	4,259	9,607	31,862	17,855	4,240	16,190	38,285
Telephone	6,519	1,543	3,478	11,540	6,108	1,597	3,765	11,470
Direct mail	-	3,637	-	3,637	-	3,586	-	3,586
Dues	14,257	3,373	7,606	25,236	13,761	3,598	8,480	25,839
Other	23,254	5,502	13,114	41,870	22,811	6,085	16,546	45,442
	\$1,708,090	\$ 251,284	\$ 507,685	\$ 2,467,059	\$1,784,349	\$ 256,638	\$ 535,508	\$ 2,576,495

Statements of Cash Flows

	Year Ended	Year Ended March 31,		
	2017	2016		
CASH FLOWS FROM OPERATING ACTIVITIES				
Change in net assets Adjustments to reconcile change in net assets to net cash from operating activities	\$ 1,921,630	\$ 286,628		
Depreciation and amortization	8,100	10,371		
Change in beneficial interest in charitable trusts	24,358	22,934		
Bad debts	330,341	191,770		
Investment in BCUW/Madeline Housing Partners, LLC	(1,825,360)	(299,423)		
Change in operating assets and liabilities				
Pledges receivable	(1,002,704)	(1,307,932)		
Notes receivable and advances	3,128	(445,095)		
Prepaid expenses and other assets	(48,950)	15,599		
Accounts payable and accrued expenses	(228,107)	181,187		
Designations payable	1,523,173	1,374,939		
Other liabilities	(55)	(6,191)		
Net Cash from Operating Activities	705,554	24,787		
CASH FLOWS FROM INVESTING ACTIVITIES				
Purchases of property and equipment	(21,674)	(1,659)		
Net Change in Cash and Cash Equivalents	683,880	23,128		
CASH AND CASH EQUIVALENTS				
Beginning of year	4,990,083	4,966,955		
End of year	\$5,673,963	\$4,990,083		

Notes to Financial Statements March 31, 2017 and 2016

1. Nature of Operations

The United Way of Bergen County (the "Organization") is an independent, local New Jersey Tax-Exempt Corporation as described in Section 501(c)(3) of the Internal Revenue Code. The Organization is a nonprofit community service agency that provides assistance to individuals in crisis through its 2-1-1 helpline and organizes preventative and long term solutions to community wide issues such as affordable housing and ending chronic homelessness. The Organization raises funds for its programs and services through pledges from individuals in the community, employee workplace contributions, corporate gifts and foundation and government grants.

2. Summary of Significant Accounting Policies

Basis of Presentation and Use of Estimates

The financial statements have been prepared in conformity with accounting principles generally accepted in the United States of America ("U.S. GAAP"), which 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 reported amounts of revenue and expenses during the reporting period. Actual results could differ from those estimates.

Net Asset Presentation

Net assets and revenues, expenses, 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 and reported as follows:

Unrestricted Net Assets – Net assets that are not subject to donor-imposed restrictions.

Temporarily Restricted Net Assets – Net assets subject to donor-imposed restrictions that will be met by actions of the Organization and/or the passage of time.

Campaign Contributions and Allocations

Annual campaigns commence in the fall of each year to raise support for charitable distributions to be made after the end of each fiscal year. An unconditional promise to give is recognized as revenue at the time of the pledge, net of an allowance for uncollectible amounts.

Notes to Financial Statements March 31, 2017 and 2016

2. Summary of Significant Accounting Policies (continued)

Campaign Contributions and Allocations (continued)

Donors can choose to designate that their contribution be distributed to a specific organization. These contributions are referred to as donor designations. The Organization also manages campaigns for corporations with locations outside Bergen County. Undesignated pledges from employees of these corporations who do not reside and/or work in Bergen County will in certain instances be distributed to other regional United Ways. The collection of these contributions and distribution to donor specified agencies or to other regional United Ways are agency transactions in which the Organization is acting as an intermediary. These transactions are included in the total campaign amounts raised on the statements of activities and then deducted as amounts raised on behalf of others before arriving at net current year contributions.

Contributions with donor-imposed restrictions, such as time or purpose restrictions, are recorded as temporarily restricted net assets. When donor-imposed time restrictions expire, or a donor-imposed purpose restrictions are fulfilled, the temporarily restricted net assets are reclassified to unrestricted net assets. This reclassification is reported as net assets released from restrictions.

Fair Value Measurements

The Organization follows U.S. GAAP guidance on *Fair Value Measurements* which defines fair value and establishes a fair value hierarchy organized into three levels based upon the input assumptions used in pricing assets. Level 1 inputs have the highest reliability and are related to assets with unadjusted quoted prices in active markets. Level 2 inputs relate to assets with other than quoted prices in active markets which may include quoted prices for similar assets or liabilities or other inputs which can be corroborated by observable market data. Level 3 inputs are unobservable inputs and are used to the extent that observable inputs do not exist.

Cash Equivalents

The Organization considers highly liquid debt instruments with maturities of three months or less at the time of purchase to be cash equivalents.

Notes to Financial Statements March 31, 2017 and 2016

2. Summary of Significant Accounting Policies (continued)

Notes Receivables and Advances

The Organization's notes receivables and advances are reflected at cost less an allowance for potential impairment in value. Whether a valuation allowance is necessary due to impairment is determined based on various factors, including the debtor's payment performance and other pertinent factors related to the debtor's operations and ability to repay its debts. Notes receivables and advances are individually monitored to determine net realizable value based on an evaluation of recovery. The Organization assesses the risk of their financing receivables internally as either performing or monitoring. Performing receivables are investments that meet repayment benchmarks on a timely basis. Monitoring receivables are investments that are either behind in their repayment schedules or the overall health of the investee organization is lessened based upon an assessment of the investee. The Organization considers a note receivable or advance past due if an interest or principal payment is more than 10 days overdue. Notes for which interest has not been paid for six months after due date are put into non-accrual status and interest is no longer accrued.

Property and Equipment

Property and equipment are recorded at cost, or fair value with respect to donated items. Depreciation and amortization are calculated on the straight-line method.

In-Kind Contributions

The Organization organizes specific charitable campaigns where contributors are requested to donate non-money items such as food, clothing or toys. In addition, the Organization receives donations of products and services from corporate donors. These contributions are recorded at their estimated fair value at their date of donation. The estimated fair value of such products and services received for the years ended March 31, 2017 and 2016 was \$- and \$280.

Contributions of services are recognized in the financial statements if the services enhance or create non-financial assets or require specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation. Volunteer services are not recorded in the financial statements as these contributions do not meet the requirements to be recorded as revenue and expense.

Functional Allocation of Expenses

The Organization allocates total costs to the various functional expense categories. This allocation is based primarily on employee time incurred in each respective functional expense category.

Notes to Financial Statements March 31, 2017 and 2016

2. Summary of Significant Accounting Policies (continued)

Accounting for Uncertainty in Income Taxes

The Organization recognizes the effect of income tax positions only when they are more likely than not to be sustained. Management has determined that the Organization had no uncertain tax positions that require financial statement recognition and/or disclosure. The Organization is no longer subject to examination by the applicable taxing jurisdictions for periods prior to 2014.

Subsequent Events Evaluation by Management

Management has evaluated subsequent events for disclosure and/or recognition in the financial statements through the date that the financial statements were available to be issued, which date is March 27, 2018.

3. Notes Receivable and Advances

The Organization provides financing to various community service agencies primarily to assist them in facilitating the acquisition of property and the construction of affordable housing. Notes bear interest at 3-5%, are secured by property and mature at various times. As of March 31, 2017, all notes receivable and advances are considered to be performing receivables. At March 31, 2017, there were no notes receivables and advances considered past due. The notes receivable and advances are carried at a cost of \$2,301,260 and \$2,304,388 at March 31, 2017 and 2016. Management has reviewed the collectability of all the notes receivables and advances and deemed an allowance unnecessary.

Current maturities of these notes and advances are as follows at March 31, 2017:

2017	\$ 128,592
2018	1,266,101
2019	887,970
2020	2,932
2021	2,980
Thereafter	12,685
	\$2,301,260

4. Pledges Receivable

Pledges receivable at March 31, 2017 and 2016 consist of pledges to the Organization, and pledges that have been designated by donors for other charitable agencies or organizations. Designated pledges receivable of \$4,710,399 at March 31, 2017 and \$3,963,088 at March 31, 2016 will be paid to the donor-designated agencies when the pledges are collected by the Organization. All pledges outstanding are expected to be received within one year.

Notes to Financial Statements March 31, 2017 and 2016

5. Beneficial Interest in Charitable Trusts

In August 1997, three irrevocable charitable lead trusts were established for the benefit of the Organization. Under the terms of the trust agreements, the Organization will receive an annuity equal to a percentage of the initial fair value of the trusts as of the valuation date. Annuity payments will be made for a term of 25 years for two of the trusts and 30 years for the remaining trust. The fair value of these charitable trusts are valued using Level 3 inputs. Future distributions from the trusts are discounted at a rate of 6.07% for the 25 year trusts and 5.97% for the 30 year trust and are expected to be realized in the following periods:

Within one year	\$ 46,435
Between one to five years	145,862
More than five years	60,548
	252,845
Less discount to present value	56,947
	\$ 195,898

6. NJ 2-1-1 Partnership

The Organization has been contracted by the NJ 2-1-1 Partnership, a subsidiary of the United Ways of New Jersey, to provide cash advances related to grants received from New Jersey's Department of Human Services to maintain operations for the NJ 2-1-1 Partnership database and establish and maintain 2-1-1 information and referral services on a statewide basis. Activities for the years ended March 31, 2017 and 2016 were as follows:

	2017	2016
De single profession	Ф.500.040	Φ 505 007
Beginning of year	\$ 563,349	\$595,827
Cash received	47,757	105,168
Disbursements	(73,488)	(137,646)
End of year	\$537,618	\$563,349

These amounts are included in prepaid expenses and other assets at March 31, 2017 and 2016.

Notes to Financial Statements March 31, 2017 and 2016

7. Property and Equipment

Property and equipment consist of the following as of March 31:

	0047	0040	Depreciable
	2017	2016	Life
Equipment	\$ 259,529	\$ 259,529	3-5 years
Leasehold improvements	23,375	21,351	5 years
Software	19,650	<u>-</u>	
	302,554	280,880	
Less accumulated depreciation			
and amortization	(269,249)	(261,149)	
	\$ 33,305	<u>\$ 19,731</u>	

8. Rental Commitments

The Organization leases office space under a noncancelable five-year lease expiring on September 30, 2022 and certain office equipment under noncancelable leases expiring in fiscal 2020. Rental expense amounted to \$86,437 and \$87,930 for the years ended March 31, 2017 and 2016.

The approximate minimum rental commitment for the office space and equipment under all noncancelable-operating leases in effect at March 31, 2017 is as follows:

Fiscal year ending March 31,		
2018	\$	88,314
2019		81,869
2020		80,793
2021		79,287
2022		79,287
2023		39,644
	<u>\$ 4</u>	149,194

9. Retirement Plan

Eligible employees, who have at least one year of service and a minimum of 1,000 hours worked, participate in a defined contribution retirement plan (the "Plan") maintained by Mutual of America. The Organization's contribution to the Plan is 8% of eligible employees' compensation. Plan expense amounted to approximately \$65,600 and \$66,000 for the years ended March 31, 2017 and 2016. A tax deferred annuity plan (403b) is also available, to which employees can choose to contribute. The Organization does not contribute to this plan.

Notes to Financial Statements March 31, 2017 and 2016

10. Federal Emergency Management Agency ("FEMA")

The Organization administers an award program under the Emergency Food and Shelter Program. The Organization is responsible for promoting the availability of these funds, reviewing applications and recommending recipient organizations to be funded. Disbursement of funds is made by FEMA directly to the recipient organization. FEMA awards during the years ended March 31, 2017 and 2016 totaled approximately \$250,377 and \$-. These awards are not included in the statements of activities and changes in net assets.

11. Bank Line of Credit

The Organization maintains a \$500,000 line of credit agreement with a bank. There were no borrowings under this credit agreement as of and for the years ended March 31, 2017 and 2016. The line of credit is uncollateralized and is available through June 30, 2017 and renewal is currently under negotiation. The interest rate on borrowings is variable and payable at the bank's prime lending rate.

12. Temporarily Restricted Net Assets and Net Assets Released From Restrictions

Temporarily restricted net assets were available for the following purpose at March 31:

	2017	2016		
Program services	\$ 892,797	\$1,589,779		
Net assets were released from donor restrictions by incurring expenses satisfying the restricted purpose for the years ended March 31:				
	2017	2016		
Program services	\$1,589,779	\$ 833,801		

13. Concentrations of Credit Risk

Financial instruments which potentially subject the Organization to concentrations of credit risk consist principally of pledges receivable and cash. There were two pledges individually exceeded 5% of total campaign amounts raised for each respective year. Contributions from such company's employees aggregated 91% and 85% of contributions in 2017 and 2016.

Cash and cash equivalents are maintained at several financial institutions and amounts on deposit periodically exceed federally insured amounts.

Notes to Financial Statements March 31, 2017 and 2016

14. Joint Venture

The Organization entered into an agreement to establish a joint venture with another not-for-profit organization and formed BCUW/Madeline Housing Partners LLC, a limited liability corporation ("LLC"). Each organization owns fifty percent of this LLC. The purpose of this LLC is to acquire, improve, lease and manage real property while providing safe, affordable housing for families, seniors, and special needs persons throughout New Jersey. As of March 31 2017, the Organization invested \$65,000 into this LLC which is included in notes receivable and other advances.

The Organization has a note receivable with the other not-for-profit totaling \$26,646 at March 31, 2016. The note receivable was repaid at March 31, 2017.

Summarized financial information related to the LLC as of and for the years ended March 31 is as follows:

	2017	2016
Total Assets	\$16,917,480	\$13,351,507
Total Liabilities	7,153,119	7,237,865
Total Revenue	4,466,260	854,201
Total Expenses	815,541	255,356

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Supplementary Information

Public support and other revenues, investment in charitable programs and supporting services expenses have been arranged to facilitate the presentation of key operating ratios for United Way of Bergen County.

Supplementary Schedule of Change in Net Assets

	Year Ended March 31, 2017		Year Ended Marc	h 31, 2016
	Amount	%	Amount	%
PUBLIC SUPPORT AND OTHER REVENUES				
Campaign revenue raised	\$ 17,661,107		\$ 15,567,469	
Interest income	14,596		12,302	
Other, net	585,549		388,657	
Less: provision for uncollectible pledges	(330,341)		(191,770)	
Total Public Support and Other Revenues	17,930,911	100.0%	15,776,658	100.0%
INVESTMENT IN CHARITABLE PROGRAMS				
Amounts distributed on behalf of others	15,367,582		13,212,958	
Allocations to community programs	760,380		870,223	
Program related expense	947,710		914,126	
Total Investment in Charitable Programs	17,075,672	95.2%	14,997,307	95.1%
SUPPORTING SERVICES EXPENSES				
Fund raising expense	251,284		256,638	
Administration expense	507,685		535,508	
Total Supporting Services Expenses	758,969	4.2%	792,146	5.0%
Total Charitable Investments and Expenses	17,834,641	99.4%	15,789,453	100.1%
Change in Net Assets Before Investment in BCUW/Madeline Housing Partners LLC	96,270	0.6%	(12,795)	-0.1%
RECONCILIATION OF NET ASSETS				
Investment in BCUW/Madeline Housing Partners LLC	1,825,360		299,423	
Change in Net Assets	<u>\$ 1,921,630</u>		\$ 286,628	