Consolidated Financial Statements (With Supplementary Information) and Independent Auditor's Report

June 30, 2017 (With Comparative Totals for 2016)



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Independent Auditor's Report

To the Board of Directors United Way of Connecticut, Inc.

Report on Financial Statements

We have audited the accompanying consolidated financial statements of United Way of Connecticut, Inc. and Subsidiary, which comprise the consolidated statement of financial position as of June 30, 2017, and the related consolidated statements of activities, functional expenses and cash flows for the year then ended, and the related notes to the consolidated financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated 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 consolidated financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement. The financial statements of Connecticut Policy and Economic Council, Inc., a subsidiary of United Way of Connecticut, Inc., were not audited in accordance with *Government Auditing Standards*.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated 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 consolidated 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 consolidated 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 consolidated financial statements referred to above present fairly, in all material respects, the financial position of United Way of Connecticut, Inc. and Subsidiary as of June 30, 2017, and the changes in their net assets and their 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 United Way of Connecticut, Inc. and Subsidiary's 2016 consolidated financial statements, and we expressed an unmodified audit opinion on those audited consolidated financial statements in our report dated December 14, 2016. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2016, is consistent, in all material respects, with the audited consolidated financial statements from which it has been derived.

Other Matters

Report on Consolidating Information

Our audit was conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The consolidating information on pages 14 through 16 is presented for purposes of additional analysis of the 2017 consolidated financial statements rather than to present the financial position, changes in net assets and cash flows of the individual organizations, and it is not a required part of the consolidated 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 2017 consolidated financial statements. The consolidating information has been subjected to the auditing procedures applied in the audit of the 2017 consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the 2017 consolidated financial statements or to the 2017 consolidated financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the consolidating information is fairly stated in all material respects in relation to the 2017 consolidated financial statements as a whole.

Other Reporting Required by Government Auditing Standards

In accordance with Government Auditing Standards, we have also issued our report dated December 18, 2017 on our consideration of United Way of Connecticut, Inc. and Subsidiary's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of United Way of Connecticut, Inc. and Subsidiary's internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with Government Auditing Standards in considering United Way of Connecticut, Inc. and Subsidiary's internal control over financial reporting and compliance.

Hartford, Connecticut December 18, 2017

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Consolidated Statement of Financial Position June 30, 2017 (With Comparative Totals for 2016)

<u>Assets</u>

	 2017	2016		
Current assets Cash Contracts receivable Local United Way receivables Other receivables Prepaid expenses	\$ 6,726,213 320,484 13,510 43,929 104,174	\$	4,487,456 460,750 31,043 3,642 108,114	
Total current assets	7,208,310		5,091,005	
Office furniture and equipment Less accumulated depreciation	244,932 (244,932)		244,932 (244,932)	
Net office furniture and equipment				
Total assets	\$ 7,208,310	\$	5,091,005	
<u>Liabilities and Net Assets</u>				
Current liabilities Accounts payable and accrued expenses Refundable advances Deferred revenue	\$ 1,777,891 2,860,151 151,297	\$	1,586,021 1,142,312 83,135	
Total current liabilities	4,789,339		2,811,468	
Commitments and contingencies				
Unrestricted net assets	2,418,971		2,279,537	
Total liabilities and net assets	\$ 7,208,310	\$	5,091,005	

Consolidated Statement of Activities Year Ended June 30, 2017 (With Comparative Totals for 2016)

	2017	2016		
Change in unrestricted net assets Revenues, gains and other support				
Governmental grants and contracts	\$ 17,155,318	\$ 16,501,295		
Local United Way revenue	522,252	546,896		
Grants and contracts, other Miscellaneous	345,618 109,289	490,526 48,809		
Miscellaneous	109,209	40,009		
Total revenues, gains and other support	18,132,477	17,587,526		
Expenses				
Program services				
2-1-1 Health and Human Services	6,478,030	6,382,647		
Care 4 Kids	5,965,663	6,017,535		
Child Care Services	3,008,524	2,511,567		
CRC and other programs	89,593	106,091		
Total program services	15,541,810	15,017,840		
Support services				
Management and general	2,451,233	2,447,630		
Total expenses	17,993,043	17,465,470		
Change in net assets	139,434	122,056		
Net assets, beginning	2,279,537	2,157,481		
Net assets, end	\$ 2,418,971	\$ 2,279,537		

Consolidated Statement of Functional Expenses Year Ended June 30, 2017 (With Comparative Totals for 2016)

		,	Dragram aamiaaa			Support		
	2-1-1 Health and Human Services	Care 4 Kids	Program services Child Care Services	CRC and other programs	Total	Management and general	2017 Total	2016 Total
Salaries	\$ 3,121,006	\$ 3,217,312	\$ 757,910	\$ 15,452	\$ 7,111,680	\$ 1,394,992	\$ 8,506,672	\$ 8,747,940
Health, pension, and benefits	832,612	1,049,108	220,298	8,129	2,110,147	376,132	2,486,279	2,477,982
Payroll taxes	226,151	228,704	53,614	1,216	509,685	96,138	605,823	630,225
Total personnel expenses	4,179,769	4,495,124	1,031,822	24,797	9,731,512	1,867,262	11,598,774	11,856,147
Contract services	856,241	127,640	1,334,094	50,998	2,368,973	207,838	2,576,811	1,338,603
Occupancy	309,600	401,986	84,328	644	796,558	133,459	930,017	933,402
Depreciation	-	-	-	-	-	-	-	23,326
Postage	38,935	169,502	35,935	68	244,440	1,664	246,104	377,030
Telephone	206,524	99,692	18,702	583	325,501	63,850	389,351	481,786
Office supplies, IT and								
program materials	791,083	592,149	450,210	403	1,833,845	60,404	1,894,249	2,089,392
Printing and copying	22,028	56,635	6,420	10,949	96,032	5,054	101,086	83,595
Miscellaneous	6,732	466	15,479	450	23,127	27,210	50,337	88,595
Staff training and development	39,990	21,032	19,140	523	80,685	17,709	98,394	92,044
Insurance	-	-	-	-	-	66,432	66,432	64,115
Travel	21,134	943	10,605	86	32,768	351	33,119	23,897
Advertising	5,994	494	1,789	92	8,369		8,369	13,538
Total expenses	\$ 6,478,030	\$ 5,965,663	\$ 3,008,524	\$ 89,593	\$ 15,541,810	\$ 2,451,233	\$ 17,993,043	\$ 17,465,470

Consolidated Statement of Cash Flows Year Ended June 30, 2017 (With Comparative Totals for 2016)

	2017			2016		
Cash flows from operating activities						
Change in net assets	\$	139,434	\$	122,056		
Adjustments to reconcile change in net assets	•	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	*	,,,,,,		
to net cash provided by operating activities						
Depreciation		-		23,326		
Changes in operating assets and liabilities						
Contracts receivable		140,266		(264,196)		
Local United Way receivables		17,533		(5,712)		
Other receivables		(32,594)		(1,473)		
Prepaid expenses		3,940		34,435		
Accounts payable and accrued expenses		184,177		144,615		
Refundable advances		1,717,839		(13,990)		
Deferred revenue		68,162		(16,512)		
Net cash provided by operating activities						
and net increase in cash		2,238,757		22,549		
Cash, beginning		4,487,456		4,464,907		
Cash, end	\$	6,726,213	\$	4,487,456		

Notes to Consolidated Financial Statements June 30, 2017 (With Comparative Totals for 2016)

Note 1 - Organization and summary of significant accounting policies

Organization and operations

United Way of Connecticut, Inc. administers eligibility based Child Care Assistance Programs for the State of Connecticut. United Way of Connecticut, Inc. provides Connecticut's statewide information, referral and crisis intervention services, 24 hours a day, 7 days a week. United Way of Connecticut, Inc. facilitates the sharing of information and other resources among the independent local United Ways in Connecticut. United Way of Connecticut, Inc. is a vehicle to identify and pursue public policy objectives which affect human services in Connecticut and, through the Community Results Center, provides research and analysis that informs local planning and decision making.

The Child Care Assistance Programs (Care 4 Kids, 2-1-1 Child Care, Provider Orientation Program, and Quality Improvement System) and the Statewide Information, Referral and Crisis Intervention Service Program ("2-1-1") are restrictively funded by grants, contracts and/or revenue generated through the efforts or assets of the program as follows:

Child Care Assistance Program which encompasses Care 4 Kids, 2-1-1 Child Care, Provider Orientation Program, and Quality Improvement System - Funded by the Office of Early Childhood.

Statewide Information, Referral and Crisis Intervention Service Program - Funded through:

- State of Connecticut Department of Social Services ("DSS") as administrator of 2-1-1, Health Care Line, Electronic Benefit Transfer ("EBT"), and MyPlaceCT
- Office of Early Childhood ("OEC") as administrator of Help Me Grow and Birth to Three Programs
- Department of Public Health ("DPH") as administrator of the Maternal Child Health Grant and Integrated Services
- Local United Ways and other community service organizations
- Department of Children and Families ("DCF") as administrator of Emergency Mobile Psychiatric Services program
- Department of Housing ("DOH") as administrator of Coordinated Access Program

United Way Services - Funded through local United Ways and various grants

Community Results Center - Funded through various contracts and grants

Principles of consolidation

United Way of Connecticut, Inc. is affiliated with Connecticut Policy and Economic Council, Inc. ("CPEC"). United Way of Connecticut, Inc. is the sole member of CPEC and the Board of Directors of United Way of Connecticut, Inc. serves as the Board of Directors of CPEC.

As of January 1, 2006, all programs of CPEC were transferred to the Community Results Center Department of United Way of Connecticut, Inc.; however, CPEC has continued to function as a

Notes to Consolidated Financial Statements June 30, 2017 (With Comparative Totals for 2016)

separate entity. Significant intercompany accounts and transactions have been eliminated in consolidation.

United Way of Connecticut, Inc. and CPEC are referred to collectively as the "Organization".

Basis of presentation

The accompanying consolidated financial statements have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America. The consolidated financial statements report information regarding the Organization's consolidated financial position and activities according to three classes of net assets: unrestricted, temporarily restricted and permanently restricted. They are described as follows:

Unrestricted net assets are not subject to explicit donor-imposed stipulations. Unrestricted net assets may be designated for specific purposes by action of the Board of Directors.

Temporarily restricted net assets are subject to either explicit donor-imposed stipulations or by operation of law that can be fulfilled by actions of the Organization or that expire by the passage of time. When a restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), temporarily restricted net assets are reclassified to unrestricted net assets and reported in the consolidated statement of activities as net assets released from restrictions.

Permanently restricted net assets are subject to explicit donor-imposed stipulations that they be maintained permanently by the Organization and stipulate the use of income and/or appreciation as either unrestricted or temporarily restricted based on donor-imposed stipulations or by operation of law.

At June 30, 2017 and 2016, there were no temporarily or permanently restricted net assets.

Tax status

The Organization is exempt from federal income taxes under the provisions of the Internal Revenue Code Section 501(c)(3) and, therefore, has made no provisions for federal or state income taxes in the accompanying consolidated financial statements.

The Organization has no unrecognized tax benefits or liabilities at June 30, 2017 and 2016. The Organization's federal and state income tax returns prior to fiscal year 2014 are closed and management continually evaluates expiring statutes of limitations, audits, proposed settlements, changes in tax law and new authoritative rulings.

If the Organization has unrelated business income taxes, it will recognize interest and penalties associated with any tax matters as part of the income tax provision and include accrued interest and penalties with the related tax liability in the consolidated statement of financial position. The Organization has no unrelated business income taxes for 2017 and 2016.

Grants from governments and deferred revenue

The Organization receives various grants, principally from governmental agencies. These grants are generally on a cost reimbursement basis, including recoverable overhead. Revenues from grants are deemed earned and recognized in the consolidated statement of activities when expenditures are made for the purpose specified.

Notes to Consolidated Financial Statements June 30, 2017 (With Comparative Totals for 2016)

Revenues are deferred if the Organization has received the grants but the funds have not yet been expended for the purpose specified. Receipts of grant awards in advance, which are payable back to the funding agency if not used, are classified as refundable advances in the accompanying consolidated statement of financial position.

Contributions

Contributions received are recorded as unrestricted, temporarily restricted or permanently restricted support depending on the existence and/or nature of any donor restrictions. Support that is restricted by the donor is reported as an increase in unrestricted net assets if the restriction expires in the reporting period in which the support is recognized. All other donor-restricted support is reported as an increase in temporarily or permanently restricted net assets, depending on the nature of the restriction. When a restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), temporarily restricted net assets are reclassified to unrestricted net assets and reported in the consolidated statement of activities as net assets released from restrictions.

Cash and cash equivalents

The Organization considers all unrestricted, highly liquid investments with an initial maturity of three months or less when acquired to be cash equivalents. There were no cash equivalents held by the Organization as of June 30, 2017 and 2016.

Restricted cash

Grant funds, related to a specific program, may be required to be in separate interest-bearing accounts. There were no such cash balances at June 30, 2017 and 2016.

Office furniture and equipment

The Organization capitalizes all expenditures (other than those purchased with funds received from state funding agencies) for office furniture and equipment that are in excess of \$5,000 and that have a useful life of greater than one year. Purchased office furniture and equipment are carried at cost. Donated office furniture and equipment are carried at the approximate fair value at the date of donation. Office furniture and equipment are depreciated using the straight-line method over estimated useful lives of three to seven years.

Expenditures for repairs and maintenance are charged to expense as incurred. For assets sold or otherwise disposed of, the cost and related accumulated depreciation are removed from the accounts, and any resulting gain or loss is reflected in the consolidated statement of activities for the period.

Capital assets purchased with funds received from all state funding agencies are expensed in the year acquired and are charged to the program benefited. Title to the equipment remains with the funding agency and the capital assets revert to that agency at the termination of the program. The amount of equipment purchased and expensed with state funds was \$84,970 and \$96,085 for the years ended June 30, 2017 and 2016, respectively.

Notes to Consolidated Financial Statements June 30, 2017 (With Comparative Totals for 2016)

Prior year summarized 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 accounting principles generally accepted in the United States of America. Accordingly, such information should be read in conjunction with the Organization's financial statements for the year ended June 30, 2016, from which the summarized information was derived.

Use of estimates

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

Functional expenses

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

Advertising costs

Advertising costs are expensed as incurred and included in functional expenses.

Subsequent events

The Organization has evaluated subsequent events through December 18, 2017, which is the date the consolidated financial statements were available to be issued.

Note 2 - Concentrations of credit risk

Financial instruments, which potentially subject the Organization to concentrations of credit risk, consist primarily of cash and receivables. The Organization maintains its cash with high-credit quality financial institutions. The total cash balances are insured by the Federal Deposit Insurance Corporation ("FDIC") up to \$250,000 per financial institution. As of June 30, 2017 and 2016, the Organization has cash balances on deposit that exceeded the balance insured by the FDIC of approximately \$6,376,000 and \$4,463,000, respectively.

Contracts and other receivables are limited to contributions from various foundations, businesses and individuals. Management does not believe any credit risk exists and, therefore, no allowance for doubtful accounts has been recorded.

Approximately 19% and 20% of the Organization's funding was provided by grants from the State of Connecticut DSS for the years ended June 30, 2017 and 2016, respectively.

Approximately 61% and 60% of the Organization's funding was provided by grants from the OEC for the years ended June 30, 2017 and 2016, respectively.

Notes to Consolidated Financial Statements June 30, 2017 (With Comparative Totals for 2016)

Note 3 - Line of credit

The Organization has a \$2,000,000 revolving line of credit from a bank which will expire on January 31, 2019. Available funds as of June 30, 2017 and 2016 were \$2,000,000. The line of credit is secured by a security interest on all the business assets. Interest is payable monthly on any advances outstanding at a variable rate equal to the bank's "Prime Rate" (3.75% at June 30, 2017) plus 0.50%. Any unpaid balances must be paid in full on the expiration date. There was no outstanding balance as of June 30, 2017 and 2016 and, as such, no borrowings during both fiscal years.

Note 4 - Pension plan

The Organization maintains a defined contribution pension plan covering all employees of the Organization with six months of service, who have attained the age of twenty-one. The Organization's contribution to the plan was at 8% of eligible payroll for the plan year. For the years ended June 30, 2017 and 2016, pension plan contribution expense totaled \$647,597 and \$586,705, respectively.

Note 5 - Operating leases

The Organization leases office and storage space in various locations, which expire at various times through February 2023. The Organization is responsible for property taxes, insurance and maintenance. The Organization also leases various office equipment, which expire at various times through January 2022. The Organization is responsible for all insurance and maintenance.

The future minimum lease payments due under the noncancelable leases subsequent to June 30, 2017 are as follows:

2018	\$ 843,675
2019	712,377
2020	715,845
2021	721,625
2022	709,308
Thereafter	 463,329
	_
Total	\$ 4,166,159

Total rental expense for all operating leases for the years ended June 30, 2017 and 2016 was \$955,749 and \$954,097, respectively.

Note 6 - Contingency

Litigation

From time to time, the Organization is a defendant in actions arising in the ordinary course of business. In the opinion of management, such litigation will not have a material effect on the Organization's consolidated financial condition or results of operations.



Consolidating Statement of Financial Position June 30, 2017

	Connecticut Policy and								
	Ur	nited Way of			Co	onsolidated			
		necticut, Inc.	•			inations		total	
<u>Assets</u>									
Current assets									
Cash	\$	6,451,188	\$	275,025	\$	-	\$	6,726,213	
Contracts receivable		320,484		-		-		320,484	
Local United Way receivables		13,510		-		-		13,510	
Other receivables		43,929		-		-		43,929	
Prepaid expenses		104,174						104,174	
Total current assets		6,933,285	275,025.00					7,208,310	
Office furniture and equipment		244,932		_		_		244,932	
Less accumulated depreciation		(244,932)		-		-		(244,932)	
Net office furniture and equipment									
Total assets	\$	6,933,285	\$	275,025	\$		\$	7,208,310	
Liabilities and Net Assets									
Current liabilities									
Accounts payable and accrued expenses	\$	1,777,891	\$	_	\$	-	\$	1,777,891	
Refundable advances		2,860,151		-		-		2,860,151	
Deferred revenue		151,297				_		151,297	
Total current liabilities		4,789,339		-		-		4,789,339	
Unrestricted net assets	_	2,143,946		275,025				2,418,971	
Total liabilities and net assets	\$	6,933,285	\$	275,025	\$		\$	7,208,310	

Consolidating Statement of Activities Year Ended June 30, 2017

Change in unrestricted net assets	Connecticut Policy and United Way of Economic Connecticut, Inc. Council, Inc		Eliminations	Consolidated total		
Revenues, gains and other support						
Governmental grants and contracts	\$ 17,155,318	\$ -	\$ -	\$ 17,155,318		
Local United Way revenue	522,252	-	-	522,252		
Grants and contracts, other	345,618	- 75 975	-	345,618		
Miscellaneous	33,914	75,375		109,289		
Total revenues, gains and other support	18,057,102	75,375		18,132,477		
Expenses						
Program services						
2-1-1 Health and Human Services	6,478,030	-	-	6,478,030		
Care 4 Kids	5,965,663	-	-	5,965,663		
Child Care Services	3,008,524	-	-	3,008,524		
CRC and other programs	83,328	6,265		89,593		
Total program services	15,535,545	6,265	-	15,541,810		
Support services						
Management and general	2,451,233			2,451,233		
Total expenses	17,986,778	6,265		17,993,043		
Change in net assets	70,324	69,110	-	139,434		
Net assets, beginning	2,073,622	205,915		2,279,537		
Net assets, end	\$ 2,143,946	\$ 275,025	\$ -	\$ 2,418,971		

Consolidating Statement of Cash Flows Year Ended June 30, 2017

		United Way of Connecticut, Inc.		Connecticut Policy and Economic Council, Inc.		Eliminations		Consolidated total	
Cash flows from operating activities									
Change in net assets	\$	70,324	\$	69,110	\$	-	\$	139,434	
Adjustments to reconcile change									
in net assets to net cash									
provided by (used in) operating activities									
Depreciation		-		-		-		-	
Changes in operating assets and liabilities									
Contracts receivable		140,266		-		-		140,266	
Local United Way receivables		17,533		-		-		17,533	
Other receivables		(32,594)		-		-		(32,594)	
Prepaid expenses		3,940		-		-		3,940	
Accounts payable and accrued expenses		269,409		(85,232)		-		184,177	
Refundable advances		1,717,839		-		-		1,717,839	
Deferred revenue		68,162						68,162	
Net cash provided by (used in) operating									
activities and net increase (decrease) in cash		2,254,879		(16,122)		-		2,238,757	
Cash, beginning		4,196,309		291,147				4,487,456	
Cash, end	\$	6,451,188	\$	275,025	\$	-	\$	6,726,213	



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