

UNITED WAY OF SOUTHWEST MINNESOTA

MARSHALL, MINNESOTA

FINANCIAL STATEMENTS

JUNE 30, 2017 AND 2016

UNITED WAY OF SOUTHWEST MINNESOTA
MARSHALL, MINNESOTA
TABLE OF CONTENTS

	Page
INDEPENDENT AUDITORS' REPORT	1 - 2
FINANCIAL STATEMENTS	
Statements of Financial Position	3
Statements of Activities	4 - 5
Statements of Cash Flows	6 - 7
NOTES TO FINANCIAL STATEMENTS	8 - 15
SUPPLEMENTARY INFORMATION	
Schedules of Distributions to Charity	16 - 17
Schedules of Functional Expenses	18 - 19

INDEPENDENT AUDITORS' REPORT

To the Board of Directors
United Way of Southwest Minnesota

We have audited the accompanying financial statements of United Way of Southwest Minnesota (a nonprofit organization), which comprise the statements of financial position as of June 30, 2017 and 2016, and the related statements of activities 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 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 of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of United Way of Southwest Minnesota as of June 30, 2017 and 2016, and the changes in its net assets and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

Other Matter

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The accompanying information on pages 16 - 19 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.

Marshall, Minnesota
September XX, 2017

UNITED WAY OF SOUTHWEST MINNESOTA
MARSHALL, MINNESOTA
STATEMENTS OF FINANCIAL POSITION
JUNE 30, 2017 AND 2016

	ASSETS		
		2017	2016
CURRENT ASSETS			
Cash		373,003	307,200
Investments - short-term		176,657	251,374
Receivable from United Way Worldwide		1,380	1,361
Contributions receivable (net of allowance for uncollectible accounts of \$21,425 for 2017 and \$19,910 for 2016)		111,876	112,398
Prepaid expenses		7,569	5,350
Total current assets		<u>670,485</u>	<u>677,683</u>
PROPERTY AND EQUIPMENT, net of accumulated depreciation of \$9,812 for 2017 and \$8,227 for 2016		<u>9,286</u>	<u>10,811</u>
TOTAL ASSETS		<u>679,771</u>	<u>688,494</u>
LIABILITIES AND NET ASSETS			
CURRENT LIABILITIES			
Accounts payable and accrued liabilities		3,108	2,322
SWIF refundable advances			8,030
Distributions to charities payable		261,559	266,630
Total current liabilities		<u>264,667</u>	<u>276,982</u>
NET ASSETS			
Unrestricted			
Unrestricted		42,289	44,625
Unrestricted - board-designated		260,939	254,489
Total unrestricted		<u>303,228</u>	<u>299,114</u>
Temporarily restricted			
Contributions receivable		<u>111,876</u>	<u>112,398</u>
Total net assets		<u>415,104</u>	<u>411,512</u>
TOTAL LIABILITIES AND NET ASSETS		<u>679,771</u>	<u>688,494</u>

See accompanying notes to financial statements.

UNITED WAY OF SOUTHWEST MINNESOTA
MARSHALL, MINNESOTA
STATEMENT OF ACTIVITIES
YEAR ENDED JUNE 30, 2017

	Unrestricted	Temporarily Restricted	Total
REVENUES AND OTHER SUPPORT			
Net campaign results	484,080	111,876	595,956
Satisfaction of restrictions: Time	112,398	(112,398)	
Investment income	3,686		3,686
Reimbursements	22,400		22,400
In-kind donation	2,380		2,380
Internal program income	6,128		6,128
Miscellaneous income	246		246
Total revenues and other support	<u>631,318</u>	<u>(522)</u>	<u>630,796</u>
EXPENSES			
Program			
Distributions to charities	405,347		405,347
Other program expenses	123,267		123,267
Total program	<u>528,614</u>		<u>528,614</u>
Supporting services			
Management and general	32,315		32,315
Fundraising	66,275		66,275
Total supporting services	<u>98,590</u>		<u>98,590</u>
Total expenses	<u>627,204</u>		<u>627,204</u>
CHANGE IN NET ASSETS	4,114	(522)	3,592
NET ASSETS, beginning of year	<u>299,114</u>	<u>112,398</u>	<u>411,512</u>
NET ASSETS, end of year	<u>303,228</u>	<u>111,876</u>	<u>415,104</u>

See accompanying notes to financial statements.

UNITED WAY OF SOUTHWEST MINNESOTA
MARSHALL, MINNESOTA
STATEMENT OF ACTIVITIES
YEAR ENDED JUNE 30, 2016

	Unrestricted	Temporarily Restricted	Total
REVENUES AND OTHER SUPPORT			
Net campaign results	433,987	112,398	546,385
Satisfaction of restrictions: Time	109,192	(109,192)	
Investment income	3,126		3,126
Reimbursements	10,358		10,358
In-kind donations	2,845		2,845
Internal program income	10,452		10,452
Gain on sale	1,845		1,845
Miscellaneous income	200		200
Total revenues and other support	<u>572,005</u>	<u>3,206</u>	<u>575,211</u>
EXPENSES			
Program			
Distributions to charities	351,600		351,600
Other program expenses	<u>103,564</u>		<u>103,564</u>
Total program	<u>455,164</u>		<u>455,164</u>
Supporting services			
Management and general	32,478		32,478
Fundraising	<u>59,596</u>		<u>59,596</u>
Total supporting services	<u>92,074</u>		<u>92,074</u>
Total expenses	<u>547,238</u>		<u>547,238</u>
CHANGE IN NET ASSETS	24,767	3,206	27,973
NET ASSETS, beginning of year	<u>274,347</u>	<u>109,192</u>	<u>383,539</u>
NET ASSETS, end of year	<u>299,114</u>	<u>112,398</u>	<u>411,512</u>

See accompanying notes to financial statements.

UNITED WAY OF SOUTHWEST MINNESOTA
MARSHALL, MINNESOTA
STATEMENTS OF CASH FLOWS
FOR THE YEARS ENDED JUNE 30, 2017 AND 2016

	2017	2016
CASH FLOWS FROM OPERATING ACTIVITIES		
Cash received from contributors	602,587	552,270
Other receipts	22,646	10,558
Investment income	3,686	3,126
Cash paid to suppliers and employees	<u>(636,554)</u>	<u>(525,879)</u>
Net cash provided by (used in) operating activities	<u>(7,635)</u>	<u>40,075</u>
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchase of equipment	(1,279)	(6,795)
Proceeds from sale of equipment		5,270
Proceeds from sale of investments	151,278	
Purchase of investments	<u>(76,561)</u>	<u>(251,374)</u>
Net cash provided by (used in) investing activities	<u>73,438</u>	<u>(252,899)</u>
NET INCREASE (DECREASE) IN CASH	65,803	(212,824)
CASH, beginning of year	<u>307,200</u>	<u>520,024</u>
CASH, end of year	<u><u>373,003</u></u>	<u><u>307,200</u></u>

See accompanying notes to financial statements.

UNITED WAY OF SOUTHWEST MINNESOTA
MARSHALL, MINNESOTA
STATEMENTS OF CASH FLOWS
FOR THE YEARS ENDED JUNE 30, 2017 AND 2016

	2017	2016
Reconciliation of Change in Net Assets to Net Cash Provided by Operating Activities		
Change in net assets	<u>3,592</u>	<u>27,973</u>
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Gain on sale of furniture		(1,845)
Depreciation	2,803	2,018
Donated furniture		
(Increase) decrease in:		
Receivable from United Way Worldwide	(19)	(1,361)
Contributions receivable	522	(3,206)
Prepaid expenses	(2,219)	(1,862)
Increase (decrease) in:		
Accounts payable and accrued liabilities	(7,243)	1,495
Distributions to charities payable	<u>(5,071)</u>	<u>16,863</u>
Net adjustments	<u>(11,227)</u>	<u>12,102</u>
Net cash provided by (used in) operating activities	<u>(7,635)</u>	<u>40,075</u>

See accompanying notes to financial statements.

UNITED WAY OF SOUTHWEST MINNESOTA
MARSHALL, MINNESOTA
NOTES TO FINANCIAL STATEMENTS

NOTE 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Nature of Organization

United Way of Southwest Minnesota is a Minnesota nonprofit corporation. It is a local autonomous 501(c)(3) organization working to create lasting changes in people's lives and the communities in Lincoln, Lyon, Murray, Yellow Medicine, and portions of Cottonwood, Lac qui Parle, Nobles, and Redwood Counties of Minnesota.

Financial Statement Presentation

Financial statement presentation follows the recommendations of the FASB ASC 958-205, *Financial Statements of Not-for-Profit Organizations*. Under this standard, the Organization is required to report information regarding its financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets.

Unrestricted Net Assets

Revenues are reported as increases in unrestricted net assets unless use of the related assets is limited by donor-imposed restrictions. Expenses are reported as decreases in unrestricted net assets. Gains or losses on investments and any other assets or liabilities are reported as increases in unrestricted net assets unless their use is limited by donor stipulation or by laws.

Temporarily Restricted Net Assets

Temporarily restricted net assets include gifts for which donor-imposed restrictions have not been met, trust activity, deferred gifts, and pledges receivable for which the ultimate purpose of the proceeds is not permanently restricted or determined.

Permanently Restricted Net Assets

Permanently restricted net assets include gifts, trusts, and pledges receivable, which require by donor restriction that the corpus be invested in perpetuity and only the income be made available for program operations in accordance with donor.

The Organization has only unrestricted and temporarily restricted net assets.

UNITED WAY OF SOUTHWEST MINNESOTA
MARSHALL, MINNESOTA
NOTES TO FINANCIAL STATEMENTS

NOTE 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Contributions

The Organization utilizes FASB ASC 958-605, *Not-for-Profit Entities Revenue Recognition*. FASB ASC 958-605 requires that unconditional promises to give (pledges) be recorded as receivables and revenues and requires the Organization to distinguish between contributions received for each net asset category in accordance with donor-imposed restrictions. Conditional promises to give are recognized only when the conditions on which they depend are substantially met and the promises become unconditional.

Contributed Materials and Services

The Organization records various types of in-kind contributions. Contributed services are recognized at fair market value if the services received (a) create or enhance long-lived assets or (b) require specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation. Contributions of tangible assets are recognized at fair market value when received. The amounts reflected in the accompanying financial statements as in-kind contributions are offset by like amounts included in expenses or additions to property and equipment.

Volunteers

Many individuals volunteer their time and perform a variety of tasks that assist the Organization with its operations. Management estimates that it receives the equivalent in volunteer hours of two full-time workers. The volunteer hours have not been recorded in the financial statements since those services do not meet the criteria for recognition.

Use of Estimates

The preparation of financial statements in accordance with accounting principles generally accepted in the United States requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure 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.

Cash and Cash Equivalents

For purposes of the statements of cash flows, the Organization considers all highly liquid debt instruments purchased with a maturity of three months or less to be cash equivalents. At June 30, 2017 and 2016, the Organization had no cash equivalents.

UNITED WAY OF SOUTHWEST MINNESOTA
MARSHALL, MINNESOTA
NOTES TO FINANCIAL STATEMENTS

NOTE 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Contributions Receivable

The Organization uses the allowance method to account for uncollectible contributions receivable.

Certificate of Deposit

The Organization invests cash in excess of its immediate needs in certificates of deposit which are reported as short-term investments in the statement of financial position. The certificates of deposit are reported at cost plus accrued interest, which closely approximates fair value, due to the short-term nature of these investments.

Property and Equipment

Property and equipment are stated at cost, if purchased, or fair value, if donated. Major expenditures for property and those which substantially increase useful lives are capitalized. Maintenance, repairs, and minor renewals are expensed as incurred. When assets are retired or otherwise disposed of, their costs and related accumulated depreciation are removed from the accounts and resulting gains or losses are included in income.

Depreciation

The Organization provides for depreciation of property and equipment using annual rates which are sufficient to amortize the cost of depreciable assets using the straight-line method over their estimated useful lives, which range from 3 to 5 years.

Income Taxes

The Organization is exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code. However, income from certain activities not directly related to the Organization's tax-exempt purpose is subject to taxation as unrelated business income. In addition, the Organization qualifies for the charitable contribution deduction under Section 170(b)(1)(A) and has been classified as an organization other than a private foundation under Section 509(a)(2).

The Organization has adopted the provision of FASB ASC 740-10, *Accounting for Uncertain Tax Positions*. The Organization continually evaluates expiring statutes of limitations, audits and proposed settlements, changes in tax law, and new authoritative rulings. Management does not expect the interpretation will have a material impact (if any) on its results from operation or financial position. The federal income tax returns for the Organization for 2014, 2015, and 2016 are subject to examination by the Internal Revenue Service, generally three years after they were filed.

UNITED WAY OF SOUTHWEST MINNESOTA
MARSHALL, MINNESOTA
NOTES TO FINANCIAL STATEMENTS

NOTE 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Compensated Absences

All, year-round employees are entitled to paid vacation. Accrued vacation pay was deemed immaterial and not accrued.

Advertising

Advertising costs are expensed as incurred. Advertising expense was \$492 and \$596 for the years ended 2017 and 2016, respectively.

Reclassification

In certain instances, amounts for the prior year have been reclassified to place them on a basis comparable with the current year.

NOTE 2. CONCENTRATION OF CREDIT RISK

The Organization has deposits at several financial institutions insured up to the \$250,000 federally insured limit by the Federal Deposit Insurance Corporation. At June 30, 2017 and 2016, the Organization's cash balances were fully insured.

Financial instruments which potentially subject the Organization to concentrations of credit risk consist principally of promises to give receivable. Such credit risk with respect to promises receivable are limited due to the large number of contributions comprising the Organization's contributor base and their dispersion across different industries and geographic areas. As of June 30, 2017, the Organization had no significant concentrations of credit risk.

Approximately 27% of the Organization's funding is provided from contributions from The Schwan Food Company. If this major funding source was lost, the Organization could not continue the level of services currently provided.

NOTE 3. RECOGNITION OF CONTRIBUTIONS

Contributions, whether in the form of cash, unconditional promises to give, other assets or expenses, or the settlement of a liability, are recognized as revenue or gains in the period received, net of expected pledge loss and net of contributions designated to different agencies by the donor. They are recognized as assets, decreases of liabilities, or expenses depending on the form of the benefit received. The detail of the contribution revenue is as follows:

UNITED WAY OF SOUTHWEST MINNESOTA
MARSHALL, MINNESOTA
NOTES TO FINANCIAL STATEMENTS

NOTE 3. RECOGNITION OF CONTRIBUTIONS (Continued)

	2017	2016
2015B campaign contributions		527,880
2016 campaign contributions	574,561	29,960
2017 campaign contributions	31,753	<u> </u>
Gross contributions	606,314	557,840
Less: expected pledge loss	(21,425)	(19,910)
Add: prior year expected pledge loss in excess of actual write-offs	<u>11,067</u>	<u>8,455</u>
Net contribution revenue	<u>595,956</u>	<u>546,385</u>

Actual contribution receivable write-offs for 2017 and 2016 were \$8,843 and \$10,796, respectively.

NOTE 4. CONTRIBUTIONS RECEIVABLE

Promises to give, net of allowance for doubtful accounts, are due to be collected as follows:

	2017	2016
Within one year	133,301	132,308
One to five years	- 0 -	- 0 -
More than five years	- 0 -	- 0 -
	<u>133,301</u>	<u>132,308</u>
Less: allowance for uncollectible contributions	<u>21,425</u>	<u>19,910</u>
Total contributions receivable	<u>111,876</u>	<u>112,398</u>

NOTE 5. LEASE COMMITMENTS

In July 2014, the Organization entered into a five-year lease for a copier and printer. The lease runs from August 2014 through July 2019 with monthly payments of \$147.

In June 2015, the Organization entered into a five-year lease for office space in Marshall, Minnesota. The lease runs from August 1, 2015 through July 31, 2020, with monthly payments of \$1,500. There is an option of an additional five years with rent to be determined at that time.

At June 30, 2017, a schedule of the future minimum rental payments required under the above is as follows:

UNITED WAY OF SOUTHWEST MINNESOTA
MARSHALL, MINNESOTA
NOTES TO FINANCIAL STATEMENTS

NOTE 5. LEASE COMMITMENTS (Continued)

Years Ending June 30,	
2018	19,764
2019	19,764
2020	18,147
2021	1,500
2022	- 0 -
Thereafter	- 0 -
	<u>59,175</u>

Rent expense for 2017 and 2016 was \$20,415 and \$19,093, respectively.

NOTE 6. RESTRICTED NET ASSETS

Temporarily restricted net assets are available for the following as of June 30, 2017 and 2016, respectively.

For periods after June 30:	2017	2016
Contributions receivable	<u>111,876</u>	<u>112,398</u>

NOTE 7. BOARD-DESIGNATED NET ASSETS

The Organization's Board of Directors has established the following reserves of unrestricted board-designated net assets:

Funded Depreciation Reserve - To serve as a source for future purchases of equipment. The maximum amount permitted by the board is \$7,500.

Self-insurance Reserve - To cover deductibles, loss, claims, or costs which are not covered by other insurance.

Office Operating Expense Reserve - To provide stability for operating expenses of the United Way office. The minimum amount for this is three months of operating expenses and the maximum is six months of operating expenses.

Community Impact Reserve - To provide stability in the level of funding for community impact grants. The minimum amount for this is three months of program grants and the maximum is six months of program grants.

UNITED WAY OF SOUTHWEST MINNESOTA
MARSHALL, MINNESOTA
NOTES TO FINANCIAL STATEMENTS

NOTE 7. BOARD-DESIGNATED NET ASSETS (Continued)

Internal Program Reserve - To provide stability in funding for programs sponsored/co-sponsored by United Way of Southwest Minnesota, and to provide flexible funding for proposals that, through a collaborative process, would address high-priority community issues. The minimum for this is three months of Imagination Library and other internal program expenditures and the maximum is six months of Imagination Library and other internal program expenditures.

Unrestricted board-designated net assets consist of the following as of June 30, 2017 and 2016, respectively:

	2017	2016
Internal Program Reserve		
1000 Books B4K		1,157
Stuff the Bus		8,220
General Reserve	25,676	19,608
Imagination Library	13,722	13,406
Subtotal internal program reserve	39,398	42,391
Office Operating Expense Reserve	58,421	56,795
Self-insurance Reserve	5,000	5,000
Community Impact Reserve	150,620	144,106
Funded Depreciation Reserve	7,500	6,197
	260,939	254,489

NOTE 8. IN-KIND CONTRIBUTIONS

The Organization received in-kind contributions which were characterized as follows:

	2017	2016
<u>Statement of Activities</u>		
Program		
Advertising	300	
Services and professional fees	513	578
Supplies	110	591
Total program	923	1,169

UNITED WAY OF SOUTHWEST MINNESOTA
MARSHALL, MINNESOTA
NOTES TO FINANCIAL STATEMENTS

NOTE 8. IN-KIND CONTRIBUTIONS (Continued)

	2017	2016
<u>Statement of Activities (Continued)</u>		
Management and general		
Services and professional fees	133	178
Supplies	<u>29</u>	<u>183</u>
Total management and general	<u>162</u>	<u>361</u>
Fundraising		
Services and professional fees	404	414
Supplies	51	301
Promotions	<u>840</u>	<u>600</u>
Total fundraising	<u>1,295</u>	<u>1,315</u>
Total statement of activities	<u>2,380</u>	<u>2,845</u>
Total in-kind contributions	<u><u>2,380</u></u>	<u><u>2,845</u></u>

NOTE 9. SUBSEQUENT EVENTS

In preparing the financial statements, the Organization has evaluated events and transactions for potential recognition or disclosure through September XX, 2017, the date the financial statements were available to be issued.

SUPPLEMENTARY INFORMATION

UNITED WAY OF SOUTHWEST MINNESOTA
MARSHALL, MINNESOTA
SUPPLEMENTARY INFORMATION - SCHEDULES OF DISTRIBUTIONS TO CHARITY
FOR THE YEARS ENDED JUNE 30, 2017 AND 2016

	2017	2016
	Distributions	Distributions
	To Charities	To Charities
Program Services - Distribution to Charities		
Adult Community Center	5,000	7,000
Advance Opportunities		4,000
American Red Cross serving Southwest Minnesota	5,000	8,000
Chemical Health Coalition of Yellow Medicine County	3,000	
Junior Achievement of Lyon County	9,500	8,500
Living at Home/Block Nursing Program	7,000	7,200
Loaves and Fishes - Marshall Community Meal Program	5,000	5,000
Lutheran Social Services - Senior Nutrition Program	13,000	13,000
Marshall Area YMCA	12,500	12,500
Marshall Food 4 Kids	4,500	4,500
Marshall United Soccer Association		1,000
Neighbors United - Granite Falls Food Shelf		15,000
New Horizons Crisis Center - Crime Victims Support	20,000	25,000
New Horizons Crisis Center - Family Services		12,000
New Horizons Crisis Center - Parenting Times	19,000	
Open Door Health Center - Dental Equipment Enhancement	4,500	
Open Door Health Center - Kids' Health Fair	3,466	
Prairie Five Senior Nutrition - Prairie Five Community Action Council	12,000	12,000
Prairie Home Hospice & Community Care		15,500
Redwood County Children's Advocacy Center	20,000	
Service Enterprises, Inc.	4,000	4,000
Super Bowl Legacy Fund Park	5,000	
The Connection Youth Center	4,000	
Tyler Area Food Shelf	15,000	
United Community Action Partnership - Big Buddies		20,000
United Community Action Partnership - Kitchen Table Food Shelves	40,000	40,000
United Community Action Partnership - Tax Preparation Clinic	14,000	12,000
United Community Action Partnership - The Refuge	12,500	15,000
Western Mental Health Center - Community Support Project - Social Wellness	2,000	2,000
WoMen's Rural Advocacy Program (WRAP)	17,500	15,000
Small Projects Grants	19,081	8,190
1000 Books B4K	1,157	100
Imagination Library	68,684	65,390
Little Red Bookshelves	3,640	
Other Internal Program Grants and Expenses	20,517	2,877
Special Projects	14,325	
Stuff the Bus	9,536	6,468
Wild About Kindergarten	1,848	1,764

UNITED WAY OF SOUTHWEST MINNESOTA
MARSHALL, MINNESOTA
SUPPLEMENTARY INFORMATION - SCHEDULES OF DISTRIBUTIONS TO CHARITY
FOR THE YEARS ENDED JUNE 30, 2017 AND 2016

	2017	2016
	Distributions To Charities	Distributions To Charities
Program Services - Distribution to Charities (Continued)		
School Emergency Grants	9,055	8,150
Designated for another United Way	<u>38</u>	<u>461</u>
	<u>405,347</u>	<u>351,600</u>

UNITED WAY OF SOUTHWEST MINNESOTA
MARSHALL, MINNESOTA
SUPPLEMENTARY INFORMATION - SCHEDULE OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED JUNE 30, 2017

	Total	Program	Management and General	Fundraising
Distributions to charities	405,347	405,347		
Wages and employee expenses	153,652	89,118	23,048	41,486
Promotions	12,740			12,740
Telephone	2,172	1,260	326	586
Rent	20,415	14,258	2,162	3,995
Insurance	2,053	1,191	308	554
Services and professional fees	4,550	513	3,633	404
Postage/box rent	38	29	9	
Memberships and dues	1,511	876	227	408
Payments to affiliates	5,699	3,305	855	1,539
Travel/meals/conferences	5,700	3,376	763	1,561
Depreciation/maintenance	2,803	1,626	420	757
Supplies	2,743	1,940	287	516
Advertising	492	373	116	3
Miscellaneous	7,289	5,402	161	1,726
Total costs	<u>627,204</u>	<u>528,614</u>	<u>32,315</u>	<u>66,275</u>

United Way of Southwest Minnesota's overhead ratio, computed using the net method, is 15.63%.

UNITED WAY OF SOUTHWEST MINNESOTA
MARSHALL, MINNESOTA
SUPPLEMENTARY INFORMATION - SCHEDULE OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED JUNE 30, 2016

	Total	Program	Management and General	Fundraising
Distributions to charities	351,600	351,600		
Wages and employee expenses	125,669	69,118	21,364	35,187
Promotions	12,233	666		11,567
Telephone	1,238	681	210	347
Rent	19,093	13,855	2,131	3,107
Insurance	2,311	1,271	393	647
Services and professional fees	4,671	578	3,679	414
Postage/box rent	253	191	62	
Memberships and dues	1,254	690	213	351
Payments to affiliates	5,528	3,040	940	1,548
Travel/meals/conferences	6,143	3,797	880	1,466
Depreciation/maintenance	2,018	1,110	343	565
Supplies	12,474	7,874	1,738	2,862
Advertising	596	182	414	
Miscellaneous	2,157	511	111	1,535
Total costs	<u>547,238</u>	<u>455,164</u>	<u>32,478</u>	<u>59,596</u>

United Way of Southwest Minnesota's overhead ratio, computed using the net method, is 16.01%.