

# United Way of Pierce County

Financial Report  
December 31, 2017

## Contents

---

Management certifications	
Independent auditor's report	1
Financial statements	
Balance sheets	2
Statements of activities and changes in net assets	3-6
Statements of cash flows	7
Statements of functional expenses	8-11
Notes to financial statements	12-21
Independent auditor's report on the supplementary information	22
Supplementary information	
Other highlights	23
Distributions to agency programs	24-26

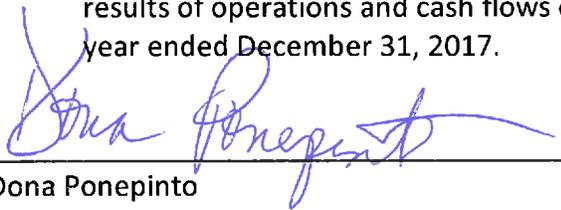
---

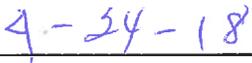


## Management Certifications

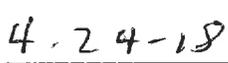
I hereby certify that:

1. I have reviewed the audited financial statements of United Way of Pierce County for the year ended December 31, 2017.
2. Based on my knowledge, these financial statements do not contain any untrue statement of a material fact or omit to state a material fact necessary to make the financial statements, in light of the circumstances under which statements were made, not misleading.
3. Based on my knowledge, the financial statements and other financial information included in this report, fairly present, in all material respects, the financial condition, results of operations and cash flows of United Way of Pierce County as of and for the year ended December 31, 2017.

  
\_\_\_\_\_  
Dona Ponopinto  
President

  
\_\_\_\_\_  
Date

  
\_\_\_\_\_  
Peter J Grignon  
Chief Financial Officer

  
\_\_\_\_\_  
Date



## Independent Auditor's Report

RSM US LLP

To the Board of Directors  
United Way of Pierce County  
Tacoma, Washington

### Report on the Financial Statements

We have audited the accompanying financial statements of United Way of Pierce County, which comprise the balance sheets as of December 31, 2017 and 2016, the related statements of activities and changes in net assets, cash flows and functional expenses 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 the 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 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 upon 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 Organization'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 Organization'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 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 Pierce County as of December 31, 2017 and 2016, and the results of its operations and its cash flows for the years then ended, in accordance with accounting principles generally accepted in the United States of America.

*RSM US LLP*

Tacoma, Washington  
May 16, 2018

**United Way of Pierce County**

**Balance Sheets  
December 31, 2017 and 2016**

	2017	2016
<b>Assets</b>		
Current assets:		
Cash and cash equivalents	\$ 2,508,793	\$ 1,591,710
Promises receivable, less allowance for uncollectibles	1,344,893	1,725,469
Prepaid expenses	75,108	235,199
Investments	799,048	801,472
<b>Total current assets</b>	<u>4,727,842</u>	<u>4,353,850</u>
Property, plant and equipment, net	<u>2,752,492</u>	<u>2,940,679</u>
Other assets:		
Long-term investments	4,490,236	3,841,299
Other	88,133	93,023
<b>Total other assets</b>	<u>4,578,369</u>	<u>3,934,322</u>
<b>Total assets</b>	<u><u>\$ 12,058,703</u></u>	<u><u>\$ 11,228,851</u></u>
<b>Liabilities and Net Assets</b>		
Current liabilities:		
Accounts payable and accrued expenses	\$ 92,531	\$ 70,544
Agency funds payable	449,447	623,338
CFC closeout	8,964	44,551
Deferred grant revenue	672,900	-
<b>Total current liabilities</b>	<u>1,223,842</u>	<u>738,433</u>
Deferred rent	<u>52,800</u>	<u>79,200</u>
<b>Total liabilities</b>	<u>1,276,642</u>	<u>817,633</u>
Unrestricted net assets:		
Board designated	7,461,015	6,856,314
Undesignated	1,205,213	1,195,925
<b>Total unrestricted net assets</b>	<u>8,666,228</u>	<u>8,052,239</u>
Temporarily restricted net assets	2,013,381	2,256,527
Permanently restricted net assets	102,452	102,452
<b>Total net assets</b>	<u>10,782,061</u>	<u>10,411,218</u>
<b>Total liabilities and net assets</b>	<u><u>\$ 12,058,703</u></u>	<u><u>\$ 11,228,851</u></u>

See notes to financial statements.

**United Way of Pierce County**

**Statement of Activities and Changes in Net Assets  
Year Ended December 31, 2017**

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
<b>Public support and revenue:</b>				
Campaign results additional (16-17 campaign)	\$ 3,082,139	\$ -	\$ -	\$ 3,082,139
Release of 16-17 campaign from restriction	1,701,086	(1,701,086)	-	-
Less donor designation	(1,726,305)	-	-	(1,726,305)
Less provisions for uncollectible	(166,511)	-	-	(166,511)
<b>Net campaign revenue (16-17 campaign)</b>	<b>2,890,409</b>	<b>(1,701,086)</b>	<b>-</b>	<b>1,189,323</b>
Gross campaign results (17-18 campaign)	-	2,044,082	-	2,044,082
Less donor designations	-	(450,812)	-	(450,812)
Less provisions for uncollectible	-	(35,693)	-	(35,693)
<b>Net campaign revenue (17-18 campaign)</b>	<b>-</b>	<b>1,557,577</b>	<b>-</b>	<b>1,557,577</b>
Grants and related	328,677	363,488	-	692,165
Collection of prior year campaign over previously estimated uncollectibles	81,296	-	-	81,296
Designations from other United Ways	4,538	-	-	4,538
Other public support	26,821	-	-	26,821
Event income	47,400	-	-	47,400
Designation fees collected	109,069	-	-	109,069
Campaign executive sponsorship	49,000	-	-	49,000
In-kind advertising	100,000	-	-	100,000
Gifts in-kind donations	1,158,205	-	-	1,158,205
Program income - Betye Martin Baker Human Service Center	381,836	-	-	381,836
Net assets released from restriction	499,386	(499,386)	-	-
<b>Total revenue</b>	<b>5,676,637</b>	<b>(279,407)</b>	<b>-</b>	<b>5,397,230</b>

(Continued)

**United Way of Pierce County**

**Statement of Activities and Changes in Net Assets (Continued)**  
**Year Ended December 31, 2017**

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
<b>Expenditures:</b>				
Community program services:				
Distributions to community nonprofits	\$ 2,925,395	\$ -	\$ -	\$ 2,925,395
Less donor designations	(1,726,305)	-	-	(1,726,305)
<b>Net funds distributed</b>	<b>1,199,090</b>	<b>-</b>	<b>-</b>	<b>1,199,090</b>
Gifts in-kind distributed to community nonprofits	1,175,937	-	-	1,175,937
Community Impact	741,261	-	-	741,261
Betye Martin Baker Human Service Center	390,568	-	-	390,568
2-1-1 HelpLine	433,335	-	-	433,335
Retired Senior Volunteer Program	40,846	-	-	40,846
Gifts in-kind program expenses	58,905	-	-	58,905
Volunteer engagement	103,262	-	-	103,262
<b>Total community program services</b>	<b>4,143,204</b>	<b>-</b>	<b>-</b>	<b>4,143,204</b>
Supporting services:				
Management and general	539,955	-	-	539,955
Fundraising	682,334	-	-	682,334
Marketing and community education, including in-kind advertising	308,411	-	-	308,411
Dues for national and state United Way organizations	60,597	-	-	60,597
<b>Total supporting services</b>	<b>1,591,297</b>	<b>-</b>	<b>-</b>	<b>1,591,297</b>
<b>Total expenditures</b>	<b>5,734,501</b>	<b>-</b>	<b>-</b>	<b>5,734,501</b>
<b>Operating deficit</b>	<b>(57,864)</b>	<b>(279,407)</b>	<b>-</b>	<b>(337,271)</b>
Non-operating items:				
Unrealized gain on investments	460,457	20,429	-	480,886
Realized gain on investments	57,477	-	-	57,477
Investment income	153,919	15,832	-	169,751
<b>Total non-operating items</b>	<b>671,853</b>	<b>36,261</b>	<b>-</b>	<b>708,114</b>
<b>Increase (decrease) in net assets</b>	<b>613,989</b>	<b>(243,146)</b>	<b>-</b>	<b>370,843</b>
Net assets:				
Beginning of year	8,052,239	2,256,527	102,452	10,411,218
End of year	\$ 8,666,228	\$ 2,013,381	\$ 102,452	\$ 10,782,061

See notes to financial statements.

**United Way of Pierce County**

**Statement of Activities and Changes in Net Assets  
Year Ended December 31, 2016**

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
<b>Public support and revenue:</b>				
Campaign results additional (15-16 campaign)	\$ 2,966,024	\$ -	\$ -	\$ 2,966,024
Release of 15-16 campaign from restriction	1,800,691	(1,800,691)	-	-
Less donor designation	(1,761,289)	-	-	(1,761,289)
Less provisions for uncollectible	(167,268)	-	-	(167,268)
<b>Net campaign revenue (15-16 campaign)</b>	<b>2,838,158</b>	<b>(1,800,691)</b>	<b>-</b>	<b>1,037,467</b>
Gross campaign results (16-17 campaign)	-	2,370,370	-	2,370,370
Less donor designations	-	(616,721)	-	(616,721)
Less provisions for uncollectible	-	(52,563)	-	(52,563)
<b>Net campaign revenue (16-17 campaign)</b>	<b>-</b>	<b>1,701,086</b>	<b>-</b>	<b>1,701,086</b>
Grants and related	539,846	64,781	-	604,627
Collection of prior year campaign over previously estimated uncollectibles	5,604	-	-	5,604
Designations from other United Ways	4,525	-	-	4,525
Other public support	15,414	-	-	15,414
Event income	20,000	-	-	20,000
Designation fees collected	134,015	-	-	134,015
Campaign executive sponsorship	32,000	-	-	32,000
In-kind advertising	101,632	-	-	101,632
Gifts in-kind donations	1,190,717	-	-	1,190,717
Program income - Betye Martin Baker Human Service Center	377,352	-	-	377,352
Net assets released from restriction	223,996	(223,996)	-	-
<b>Total revenue</b>	<b>5,483,259</b>	<b>(258,820)</b>	<b>-</b>	<b>5,224,439</b>

(Continued)

United Way of Pierce County

Statement of Activities and Changes in Net Assets (Continued)  
Year Ended December 31, 2016

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Expenditures:				
Community program services:				
Distributions to community nonprofits	\$ 3,128,333	\$ -	\$ -	\$ 3,128,333
Less donor designations	(1,761,289)	-	-	(1,761,289)
<b>Net funds distributed</b>	<b>1,367,044</b>	<b>-</b>	<b>-</b>	<b>1,367,044</b>
Gifts in-kind distributed to community nonprofits	1,174,674	-	-	1,174,674
Community Impact	689,673	-	-	689,673
Betye Martin Baker Human Service Center	373,322	-	-	373,322
2-1-1 HelpLine	384,937	-	-	384,937
Retired Senior Volunteer Program	114,563	-	-	114,563
Gifts in-kind program expenses	58,064	-	-	58,064
Volunteer engagement	67,226	-	-	67,226
<b>Total community program services</b>	<b>4,229,503</b>	<b>-</b>	<b>-</b>	<b>4,229,503</b>
Supporting services:				
Management and general	544,228	-	-	544,228
Fundraising	609,257	-	-	609,257
Marketing and community education, including in-kind advertising	337,608	-	-	337,608
Dues for national and state United Way organizations	66,661	-	-	66,661
<b>Total supporting services</b>	<b>1,557,754</b>	<b>-</b>	<b>-</b>	<b>1,557,754</b>
<b>Total expenditures</b>	<b>5,787,257</b>	<b>-</b>	<b>-</b>	<b>5,787,257</b>
<b>Operating deficit</b>	<b>(303,998)</b>	<b>(258,820)</b>	<b>-</b>	<b>(562,818)</b>
Non-operating items:				
Unrealized gain on investments	101,897	8,201	-	110,098
Realized gain on investments	47,729	-	-	47,729
Investment income	157,774	12,218	-	169,992
<b>Total non-operating items</b>	<b>307,400</b>	<b>20,419</b>	<b>-</b>	<b>327,819</b>
<b>Increase (decrease) in net assets</b>	<b>3,402</b>	<b>(238,401)</b>	<b>-</b>	<b>(234,999)</b>
Net assets:				
Beginning of year	8,048,837	2,494,928	102,452	10,646,217
End of year	\$ 8,052,239	\$ 2,256,527	\$ 102,452	\$ 10,411,218

See notes to financial statements.

**United Way of Pierce County**

**Statements of Cash Flows  
Years Ended December 31, 2017 and 2016**

	2017	2016
Cash flows from operating activities:		
Cash received from donors and grantors	\$ 5,449,028	\$ 4,352,463
Cash received from tenants	381,836	377,352
Cash paid to agencies	(1,372,981)	(1,386,809)
Cash paid to employees and related employee benefits	(2,116,458)	(1,987,204)
Cash paid to suppliers	(1,467,976)	(1,249,996)
Investment income	169,751	169,992
<b>Net cash provided by operating activities</b>	<b>1,043,200</b>	<b>275,798</b>
Cash flows from investing activities:		
Purchase of furniture and equipment	(17,967)	(16,187)
Purchase of investments	(601,229)	(544,240)
Proceeds from investment sales	493,079	484,326
<b>Net cash used in investing activities</b>	<b>(126,117)</b>	<b>(76,101)</b>
Cash flows from financing activities:		
Payment on grants payable	-	(102,081)
<b>Net cash used in financing activities</b>	<b>-</b>	<b>(102,081)</b>
<b>Net increase in cash and cash equivalents</b>	<b>917,083</b>	<b>97,616</b>
Cash and cash equivalents:		
Beginning of year	1,591,710	1,494,094
End of year	<u>\$ 2,508,793</u>	<u>\$ 1,591,710</u>
Reconciliation of changes in net assets to net cash provided by operating activities:		
Changes in net assets	\$ 370,843	\$ (234,999)
Adjustments to reconcile changes in net assets to net cash provided by operating activities:		
Depreciation	200,485	211,798
Amortization	4,890	5,848
Deferred rent	(26,400)	(26,400)
Realized gain on investments	(57,477)	(47,729)
Unrealized gain on investments	(480,886)	(110,098)
Loss on disposal	5,669	-
Net present value adjustment for grant payable	-	3,521
Changes in assets and liabilities:		
Promises receivable	380,576	538,266
Prepaid expenses	160,091	(41,992)
Other assets	-	(3)
Deferred revenue	672,900	-
Accounts payable and accrued expenses and agency funds payable	(187,491)	(22,414)
<b>Net cash provided by operating activities</b>	<b>\$ 1,043,200</b>	<b>\$ 275,798</b>

See notes to financial statements.

United Way of Pierce County

Statement of Functional Expenses  
Year Ended December 31, 2017

	Supporting Services			Community Program Services			
	Management and General	Fundraising	Marketing and Community Education, Including In-Kind Advertising	Dues for National and State United Way Organizations	Total Supporting Services	Net Funds Distributed to Community Nonprofits	Gifts In-Kind Distributed to Community Nonprofits
Salaries	\$ 312,822	\$ 464,394	\$ 92,334	\$ -	\$ 869,550	\$ -	\$ -
Employee health and retirement benefits	64,817	82,892	14,481	-	162,190	-	-
Payroll taxes	22,016	32,290	6,514	-	60,820	-	-
<b>Total salaries and related expenses</b>	<b>399,655</b>	<b>579,576</b>	<b>113,329</b>	<b>-</b>	<b>1,092,560</b>	<b>-</b>	<b>-</b>
Professional fees and contract services	69,032	767	26,013	-	95,812	-	-
Supplies	3,912	4,880	1,650	-	10,442	-	-
Telephone, fax and internet	2,772	2,419	1,580	-	6,771	-	-
Postage and shipping	2,626	1,957	907	-	5,490	-	-
Occupancy	(451)	3,542	850	-	3,941	-	-
Equipment rental and maintenance	17,595	13,325	4,826	-	35,746	-	-
Printing publications and awards	2,318	28,239	19,447	-	50,004	-	-
Auto allowances and travel	6,626	10,374	117	-	17,117	-	-
Conferences, events and meetings	16,175	17,705	36,207	-	70,087	-	-
Dues	3,001	6,965	-	-	9,966	-	-
In-kind advertising	-	-	100,000	-	100,000	-	-
Miscellaneous	7,714	1,237	19	-	8,970	-	-
Depreciation and amortization	8,980	11,348	3,466	-	23,794	-	-
United Way dues	-	-	-	60,597	60,597	-	-
Gifts in-kind distributed to community nonprofits	-	-	-	-	-	-	1,175,937
Net funds distributed to community nonprofits	-	-	-	-	-	1,199,090	-
<b>Total functional expenses</b>	<b>\$ 539,955</b>	<b>\$ 682,334</b>	<b>\$ 308,411</b>	<b>\$ 60,597</b>	<b>\$ 1,591,297</b>	<b>\$ 1,199,090</b>	<b>\$ 1,175,937</b>

See notes to financial statements.

Community Impact	Betye Martin Baker Human Service Center	2-1-1 HelpLine	Retired Senior Volunteer Program	Gifts In-Kind Program Expenses	Volunteer Engagement	Total Community Program Services	Total Expenditures
\$ 467,692	\$ -	\$ 288,815	\$ 9,124	\$ 35,704	\$ 62,255	\$ 863,590	\$ 1,733,140
60,383	-	60,757	2,186	10,963	13,566	147,855	310,045
27,084	-	21,998	690	2,693	4,415	56,880	117,700
555,159	-	371,570	12,000	49,360	80,236	1,068,325	2,160,885
26,321	-	6,472	1,234	-	208	34,235	130,047
20,908	-	4,436	57	278	5,464	31,143	41,585
2,459	-	4,221	98	385	385	7,548	14,319
350	-	43	364	105	79	941	6,431
2,833	231,898	3,824	4,081	2,584	709	245,929	249,870
43,403	-	12,538	-	2,072	9,996	68,009	103,755
15,060	-	3,915	406	14	281	19,676	69,680
16,541	-	6,128	20,596	1,269	2,374	46,908	64,025
43,399	-	11,831	668	178	1,763	57,839	127,926
2,500	-	1,150	663	1,680	50	6,043	16,009
-	-	-	-	-	-	-	100,000
-	-	-	-	-	-	-	8,970
12,328	158,670	7,207	679	980	1,717	181,581	205,375
-	-	-	-	-	-	-	60,597
-	-	-	-	-	-	1,175,937	1,175,937
-	-	-	-	-	-	1,199,090	1,199,090
\$ 741,261	\$ 390,568	\$ 433,335	\$ 40,846	\$ 58,905	\$ 103,262	\$ 4,143,204	\$ 5,734,501

United Way of Pierce County

Statement of Functional Expenses  
Year Ended December 31, 2016

	Supporting Services			Community Program Services				
	Management and General	Fundraising	Marketing and Community Education, Including In-Kind Advertising	Dues for National and State United Way Organizations	Total Supporting Services	Net Funds Distributed to Community Nonprofits	Gifts In-Kind Distributed to Community Nonprofits	
Salaries	\$ 319,024	\$ 438,161	\$ 96,095	\$ -	\$ 853,280	\$ -	\$ -	
Employee health and retirement benefits	71,469	60,563	21,704	-	153,736	-	-	
Payroll taxes	22,877	24,063	6,925	-	53,865	-	-	
<b>Total salaries and related expenses</b>	<b>413,370</b>	<b>522,787</b>	<b>124,724</b>	<b>-</b>	<b>1,060,881</b>	<b>-</b>	<b>-</b>	
Professional fees and contract services	68,590	282	32,763	-	101,635	-	-	
Supplies	4,266	5,021	1,855	-	11,142	-	-	
Telephone, fax and internet	2,856	2,461	1,584	-	6,901	-	-	
Postage and shipping	502	2,014	1,613	-	4,129	-	-	
Occupancy	1,967	4,682	1,380	-	8,029	-	-	
Equipment rental and maintenance	13,590	14,584	3,471	-	31,645	-	-	
Printing publications and awards	2,651	18,220	24,679	-	45,550	-	-	
Auto allowances and travel	130	8,545	1,006	-	9,681	-	-	
Conferences, events and meetings	9,596	13,948	37,838	-	61,382	-	-	
Dues	3,228	525	-	-	3,753	-	-	
In-kind advertising	-	-	101,632	-	101,632	-	-	
Miscellaneous	11,804	3,115	-	-	14,919	-	-	
Depreciation and amortization	11,678	13,073	5,063	-	29,814	-	-	
United Way dues	-	-	-	66,661	66,661	-	-	
Gifts in-kind to community nonprofits	-	-	-	-	-	-	1,174,674	
Distributions to community nonprofits	-	-	-	-	-	1,367,044	-	
<b>Total functional expenses</b>	<b>\$ 544,228</b>	<b>\$ 609,257</b>	<b>\$ 337,608</b>	<b>\$ 66,661</b>	<b>\$ 1,557,754</b>	<b>\$ 1,367,044</b>	<b>\$ 1,174,674</b>	

See notes to financial statements.

Community Impact	Betye Martin Baker Human Service Center	2-1-1 HelpLine	Retired Senior Volunteer Program	Gifts In-Kind Program Expenses	Volunteer Engagement	Total Community Program Services	Total Expenditures
\$ 475,444	\$ -	\$ 262,722	\$ 38,466	\$ 35,092	\$ 38,474	\$ 850,198	\$ 1,703,478
71,503	-	48,744	8,742	11,453	8,583	149,025	302,761
28,435	-	19,531	2,935	2,705	2,748	56,354	110,219
575,382	-	330,997	50,143	49,250	49,805	1,055,577	2,116,458
26,729	-	3,286	2,169	-	87	32,271	133,906
6,477	-	4,653	-	623	6,720	18,473	29,615
1,687	-	4,822	380	380	380	7,649	14,550
689	-	271	762	211	76	2,009	6,138
4,311	213,695	3,449	7,878	2,539	862	232,734	240,763
43,028	-	13,211	685	1,302	4,688	62,914	94,559
2,491	-	7,317	176	9	290	10,283	55,833
7,993	-	6,711	47,432	967	1,114	64,217	73,898
3,200	-	1,875	1,854	137	1,711	8,777	70,159
2,700	-	-	626	1,400	50	4,776	8,529
-	-	-	-	-	-	-	101,632
188	-	85	-	-	-	273	15,192
14,798	159,627	8,260	2,458	1,246	1,443	187,832	217,646
-	-	-	-	-	-	-	66,661
-	-	-	-	-	-	1,174,674	1,174,674
-	-	-	-	-	-	1,367,044	1,367,044
\$ 689,673	\$ 373,322	\$ 384,937	\$ 114,563	\$ 58,064	\$ 67,226	\$ 4,229,503	\$ 5,787,257

## United Way of Pierce County

### Notes to Financial Statements

---

#### Note 1. Summary of Significant Accounting Policies

**Nature of activities:** United Way of Pierce County (the Organization) is a Washington not-for-profit corporation organized for the purposes of assessing human service needs, developing financial resources from the public and private sectors, and investing those financial resources in urgent community human service needs in Pierce County, Washington, with an overarching vision of breaking the cycle of poverty for children and families.

**Basis of accounting:** The Organization prepares its financial statements in accordance with accounting principles generally accepted in the United States of America (U.S. GAAP), which involves the application of accrual accounting. Consequently, revenue and gains are recognized when earned, and expenses and losses are recognized when incurred.

Net assets, revenue and expenses are classified based on the existence or absence of donor-imposed restrictions. The Organization's net assets and changes therein are classified into the following three categories:

- Unrestricted net assets represent expendable funds that are available for support to the Organization's operations. Certain of these amounts have been designated by the Board of Directors to be utilized for various programs.
- Temporarily restricted net assets consist of contributions that have been restricted by the donor for specific purposes or are not available for use until a specific time.
- Permanently restricted net assets consist of contributions with donor restrictions that stipulate the resources be maintained permanently, but permit the Organization to use or expend part or all of the income derived from the donated assets for either specified or unspecified purposes.

Revenue is 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 and losses on investments and other assets or liabilities are reported as increases or decreases in unrestricted net assets unless their use is restricted by explicit donor stipulation. Expirations of temporary restrictions on net assets (i.e., the donor-stipulated purpose has been fulfilled and/or the stipulated time period has elapsed) are reported as reclassifications between applicable classes of net assets.

**Board-designated net assets:** The Organization's governance has directed that unrestricted net assets be further classified as either designated or undesignated. The Organization's board has designated the following:

	2017	2016
Betye Martin Baker Human Service Center	\$ 2,904,789	\$ 2,912,561
Community Impact	141,534	152,315
Endowment	4,333,075	3,675,412
Equipment	81,617	116,026
Total board-designated net assets	<u>\$ 7,461,015</u>	<u>\$ 6,856,314</u>

## United Way of Pierce County

### Notes to Financial Statements

---

#### Note 1. Summary of Significant Accounting Policies (Continued)

**Temporarily restricted net assets:** Temporarily restricted net assets as of December 31 are available for the following purposes:

	2017	2016
Campaign results, net	\$ 1,557,577	\$ 1,701,086
Education income and health	405,804	505,441
Housing	50,000	50,000
Total temporarily restricted net assets	<u>\$ 2,013,381</u>	<u>\$ 2,256,527</u>

Net assets released from restrictions during the years ended December 31 are as follows:

	2017	2016
Donor restrictions satisfied:		
Release from prior campaign	\$ 1,701,086	\$ 1,800,691
Education income and health	499,386	223,996
Total net assets released from restrictions	<u>\$ 2,200,472</u>	<u>\$ 2,024,687</u>

Permanently restricted net assets consist of one endowment, with permanently restricted net assets totaling approximately \$102,500 at both December 31, 2017 and 2016. Earnings from this endowment are included in temporarily restricted net assets to be used to support children and families.

**Use of estimates:** Preparation of financial statements in conformity with accounting principles generally accepted in the United States of America 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. Estimates also affect the reported amounts of revenue and expenses during the reporting period. Actual results could differ from those estimates.

**Cash and cash equivalents:** For purposes of reporting cash flows, the Organization considers all cash accounts, which are not subject to withdrawal restrictions or penalties, and all highly liquid debt instruments purchased with an original maturity of three months or less to be cash equivalents.

The Organization maintains its cash in depository institution accounts, which, at times, may exceed federally insured limits. The Organization has not experienced any losses in such accounts.

**Promises receivable:** Donors typically pay total promises in installments over a 12-month period. The commencement date of payments will vary among donors; therefore, promises are usually collected within an 18-month cycle (campaign collection cycle). Unconditional promises to give that are expected to be collected within the campaign collection cycle are recorded at their net realizable value. Conditional promises to give are not included as support until such time as the conditions are substantially met and both the timing and the value of the promise are known with reasonable certainty.

All promises receivable are due within one campaign collection cycle. Allowances are provided by campaign year based on amounts estimated to be uncollectible, which are based on past collection experience. The allowance for uncollectibles for the current and prior year campaigns was estimated at \$214,000 and \$242,000 at December 31, 2017 and 2016, respectively.

## United Way of Pierce County

### Notes to Financial Statements

---

#### Note 1. Summary of Significant Accounting Policies (Continued)

**Property, plant and equipment:** Expenditures for fixed asset additions in excess of \$1,000 are capitalized at cost; the fair value of donated equipment is similarly capitalized. Depreciation is calculated on the straight-line and accelerated methods based on estimated useful lives of five to 10 years for equipment and 15 to 40 years for building and improvements. Contributed property and equipment are recorded at fair value at the date of donation.

**Investments:** Investments in equity securities with readily determinable fair values and all investments in debt securities are reported at fair value, with gains and losses included on the statements of activities and changes in net assets. Fair values are generally based on trading values on the open market.

Interest and other investment income are reported in the period earned as increases in unrestricted net assets unless the use of the assets is limited by donor-imposed restriction, in which case they are reported as increases in temporarily or permanently restricted assets. Gains and losses on investments are reported as increases or decreases in unrestricted net assets unless their use is temporarily or permanently restricted by explicit donor stipulation or law.

**Deferred grant revenue:** The organization accounts for its grants as exchange transactions. As such, when payments are received in advance of performance of the services, deferred revenue is recorded. Revenue is recognized as allowable expenditures are incurred.

**Deferred rent:** The Organization has a contract with the State of Washington Department of Social and Health Services (DSHS) and has previously recorded a deferred rent liability of \$660,000, which is being amortized over the 25-year life of the responsibility to provide DSHS with space in the building. As of December 31, 2017 and 2016, the deferred rent liability is \$79,200 and \$105,600, respectively, of which \$26,400 is included in accounts payable and accrued expenses for both years.

**Support and revenue:** Gifts of cash and other assets are presented as restricted support if they are received with donor stipulations that limit the use of the donated assets. When a donor 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 on the statements of activities and changes in net assets as net assets released from restrictions.

The Organization is a federation of the South Puget Sound Combined Federal Campaign (CFC) and does not charge any additional fees to the agencies that are attached to its federation other than those that are applied by law with CFC. Additionally, the Organization provides accounting and fundraising in support of CFC for a fee. The majority of the CFC pledges are recognized as designated, not as net campaign revenue in the year earned, due to the timing of the CFC campaign.

The 17-18 campaign was in progress at December 31, 2017, and includes estimated designations totaling \$451,000. Approximately \$85,000 of the estimated designations from the 17-18 campaign were paid out by December 31, 2017. The remaining designations are included in agency funds payable in the accompanying financial statements. The 16-17 campaign included \$521,000 of estimated promises from the CFC. The majority of the designated funds from the 16-17 campaign have been paid out at December 31, 2017.

The 16-17 campaign was in progress at December 31, 2016, and includes estimated designations totaling \$616,700. Approximately \$87,300 of the estimated designations from the 2016-17 campaign were paid out by December 31, 2016. The remaining designations are included in agency funds payable in the accompanying financial statements. The 15-16 campaign included \$568,813 of promises from the CFC. The majority of the designated funds from the 15-16 campaign have been paid out at December 31, 2016.

## United Way of Pierce County

### Notes to Financial Statements

---

#### Note 1. Summary of Significant Accounting Policies (Continued)

**Payments and designations:** Donors may designate their gifts to specific nonprofit agencies. The nonprofit agencies are required to provide the Organization with documentation of their tax-exempt status and verify Patriot Act compliance. The collection of these contributions and distributions to donor-specified agencies are transactions in which the Organization is acting as an agent. These transactions are not reported on the statements of activities and changes in net assets as revenue and expenses but are included in total campaign results as a reduction to gross campaign results. Amounts collected related to donor-specified agencies and held at year-end are reported as agency funds payable.

**Functional expenses:** Salaries and payroll related costs are allocated to the various supporting and program services of the Organization based on estimates of time incurred for the services by full-time equivalent staff. All other program costs not specifically identified are allocated based on estimates by management. These allocations are reviewed annually and changed as applicable to reflect changes in the activities of the Organization and its personnel.

**Federal income taxes:** No provision for income taxes has been made in the financial statements since the Organization is exempt from federal income taxes under Internal Revenue Code, Section 501(c)(3). Additionally, the Organization has done an assessment of any uncertain tax positions and has determined it has no uncertain tax positions to record as a liability at December 31, 2017 and 2016.

Forms 990 and 990-T, filed by the Organization, are subject to examination by the Internal Revenue Service, up to three years from the extended due date of each return. Generally, the Organization is no longer subject to income tax examinations for years prior to 2014.

**Recent accounting pronouncements:** In August 2016, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) 2016-14, *Not-for-Profit Entities (Topic 958): Presentation of Financial Statements of Not-for-Profit Entities*, to improve how a not-for-profit organization classifies its net assets, as well as the information it presents in financial statements and notes about its liquidity, financial performance, and cash flows. Among other changes, the ASU replaces the three current classes of net assets with two new classes, "net assets with donor restrictions" and "net assets without donor restrictions", and expands disclosures about the nature and amount of any donor restrictions and board designations. ASU 2016-05 is effective for annual periods beginning after December 15, 2017, with early adoption permitted. The Organization is currently evaluating the impact the adoption of this guidance will have on the financial statements.

In May 2014, the FASB issued ASU 2014-09, *Revenue from Contracts with Customers (Topic 606)*, requiring an entity to recognize the amount of revenue to which it expects to be entitled for the transfer of promised goods or services to customers. The updated standard will replace most existing revenue recognition guidance in U.S. GAAP when it becomes effective and permits the use of either a full retrospective or retrospective with cumulative effect transition method. Early adoption is not permitted. In August 2015, the FASB issued ASU 2015-14, which defers the effective date of ASU 2014-09 one year, making it effective for annual reporting periods beginning after December 15, 2018. The Organization has not yet selected a transition method and is currently evaluating the effect that the updated standard will have on the financial statements.

In February 2016, the FASB issued ASU 2016-02, *Leases (Topic 842)*, which sets out the principles for the recognition, measurement, presentation and disclosure of leases for both parties to a contract (i.e., lessees and lessors). The new standard requires lessors to account for leases using an approach that is substantially equivalent to existing guidance for sales-type leases, direct financing leases and operating leases. The standard is effective January 1, 2019, with early adoption permitted. The Organization is in the process of evaluating the impact of this new guidance.

## United Way of Pierce County

### Notes to Financial Statements

---

#### Note 2. Rental Income

The Organization has entered into noncancellable leases with the building's tenants. Lease terms vary from one year to 10 years, with options to extend up to five years, and maturity dates through 2022. The Organization is responsible for all taxes, repairs and maintenance related directly to the building, costs of which may be passed through to the tenants. Approximate future minimum rental receipts under the leases are as follows:

Years ending December 31:

2018	\$ 217,000
2019	174,000
2020	172,000
2021	60,000
2022	8,000
	<u>\$ 631,000</u>

Rental income earned totaled \$316,476 and \$317,183 at December 31, 2017 and 2016, respectively, and is included in program income on the accompanying statements of activities and changes in net assets. Tenants that have signed lease agreements with the Organization, requiring monthly rental payments as of December 31, 2017, are as follows:

Cares of Washington	\$ 585
Child Care Aware	2,807
Multicare Health System	7,638
First 5 FUNdamentals - Early Learning	575
Children's Museum of Tacoma	13,027
Olympia Buddhist Center	1,213
Violent Crime Victim Services	729
Total monthly rent	<u>\$ 26,574</u>

#### Note 3. Investments

Investments carried at fair value at December 31 consist of the following:

	Historical Cost	Fair Value
2017:		
Corporate bonds - current investments	\$ 802,250	\$ 799,048
Mutual funds - long-term investments	3,369,423	4,490,236
Total investments	<u>\$ 4,171,673</u>	<u>\$ 5,289,284</u>
2016:		
Corporate bonds - current investments	\$ 804,808	\$ 801,472
Mutual funds - long-term investments	3,200,225	3,841,299
Total investments	<u>\$ 4,005,033</u>	<u>\$ 4,642,771</u>

## United Way of Pierce County

### Notes to Financial Statements

---

#### Note 3. Investments (Continued)

Included in total investments are board-designated funds totaling \$4,333,075 and \$3,675,412 at December 31, 2017 and 2016, respectively.

Investments are classified based on the intent of management. Bonds are expected to be used to fund operations and can be sold at that time. Mutual funds are intended to be held long term.

#### Note 4. Property, Plant and Equipment

Property, plant and equipment consist of the following at December 31:

	2017	2016
Land	\$ 618,300	\$ 618,300
Building	5,770,346	5,770,345
Furniture and equipment	758,659	776,627
	<u>7,147,305</u>	<u>7,165,272</u>
Less accumulated depreciation	4,394,813	4,224,593
Property, plant and equipment, net	<u>\$ 2,752,492</u>	<u>\$ 2,940,679</u>

#### Note 5. Retirement Plan

The Organization sponsors a 403(b) defined contribution plan for its eligible employees. The Organization currently contributes, at a minimum, 5 percent of each employee's base salary. Annual matching contributions of up to 20 percent of employee contributions are made at management's discretion. Matching contributions made by the Organization for the years ended December 31, 2017 and 2016, totaled \$94,982 and \$79,765, respectively.

#### Note 6. Contributed Goods and Services

The Organization operates a gifts in-kind program that accepts donations of products from businesses and individuals. These products are then given by the Organization to other not-for-profit agencies that can benefit by their use. Gifts of new items from retail stores are valued at fair market value. Gifts from individuals are valued at thrift store value.

Employees of local companies participating in the United Way Campaign Executives Program for the year ended December 31, 2017, volunteered 560 hours, valued at \$16,822 and, for the year ended December 31, 2016, volunteered 560 hours, valued at \$16,234, based on rates established by Independent Sector, a research firm. These volunteers assist the Organization mainly during the annual fund drive in the fall of each year. These services are not recognized in the accompanying financial statements because they do not meet recognition criteria.

The Organization receives sponsorships from corporations to fund special events and campaign executive costs. For the years ended December 31, 2017 and 2016, those costs were \$96,400 and \$52,000, respectively. In addition, local media have provided advertising on a pro bono basis totaling \$100,000 and \$101,632 as of December 31, 2017 and 2016, respectively. The costs associated with the special events, loaned executive costs and donated advertising are included on the statements of functional expenses, in marketing and community education, although no donor funds were expended to provide these goods and services as these items were donated.

**United Way of Pierce County**

**Notes to Financial Statements**

**Note 6. Contributed Goods and Services (Continued)**

A substantial number of other volunteers and corporations have donated time and services to the Organization. No amounts have been reflected in the financial statements for donated services, since no objective basis is available to measure the value of these services.

**Note 7. Fair Values Measured on a Recurring Basis**

The Organization's investments are valued under the fair value hierarchy established by authoritative guidance whereby Level 1 inputs are based on quoted market prices in active markets for identical assets or liabilities; Level 2 inputs are based primarily on observable market based inputs or unobservable inputs that are corroborated by market data; and Level 3 inputs are valued using unobservable inputs that are not corroborated by market data. Valuation techniques utilized to determine fair value are consistently applied. Level 2 investments consist primarily of bonds at December 31, 2017 and 2016.

	Fair Value Measurements as of December 31, 2017, Using			
	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)	Total
Corporate bonds	\$ -	\$ 799,048	\$ -	\$ 799,048
Mutual funds	4,490,236	-	-	4,490,236
	<u>\$ 4,490,236</u>	<u>\$ 799,048</u>	<u>\$ -</u>	<u>\$ 5,289,284</u>

	Fair Value Measurements as of December 31, 2016, Using			
	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)	Total
Corporate bonds	\$ -	\$ 801,472	\$ -	\$ 801,472
Mutual funds	3,841,299	-	-	3,841,299
	<u>\$ 3,841,299</u>	<u>\$ 801,472</u>	<u>\$ -</u>	<u>\$ 4,642,771</u>

**Note 8. Endowment**

The Organization's endowment consists of two individual funds established to support programs intended to continue to provide support for human service needs in the community. Its endowment includes both donor-restricted endowment funds and funds designated by the Board of Directors to function as endowments. As required by generally accepted accounting principles, net assets associated with endowment funds, including funds designated by the Board of Directors to function as endowments, are classified and reported based on the existence or absence of donor-imposed restrictions.

United Way of Pierce County

Notes to Financial Statements

---

**Note 8. Endowment (Continued)**

**Interpretation of relevant law:** The Organization has interpreted the Uniform Prudent Management of Institutional Funds Act (UPMIFA) adopted by the 2009 Washington legislature as requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds absent explicit donor stipulations to the contrary. As a result of this interpretation, the Organization classifies as permanently restricted net assets: (a) the original value of gifts donated to the permanent endowment, (b) the original value of subsequent gifts to the permanent endowment, and (c) accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund. The remaining portion of the donor-restricted endowment fund that is not classified in permanently restricted net assets is classified as temporarily restricted net assets until those amounts are appropriated for expenditure by the Organization in a manner consistent with the standard of prudence prescribed by the state of Washington in its enacted version of UPMIFA. In accordance with UPMIFA, the Organization considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds: (1) the duration and preservation of the endowment fund; (2) the purposes of the Organization and the donor-restricted endowment fund; (3) general economic conditions; (4) the possible effect of inflation and deflation; (5) the expected total return from income and the appreciation of investments; (6) other resources of the Organization; and (7) the investment policies of the Organization.

Endowment net assets composition by type of fund is as follows:

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
December 31, 2017:				
Donor-restricted endowment funds	\$ -	\$ 146,093	\$ 102,452	\$ 248,545
Board-designated endowment funds	4,333,075	-	-	4,333,075
	<u>\$ 4,333,075</u>	<u>\$ 146,093</u>	<u>\$ 102,452</u>	<u>\$ 4,581,620</u>
December 31, 2016:				
Donor-restricted endowment funds	\$ -	\$ 112,788	\$ 102,452	\$ 215,240
Board-designated endowment funds	3,675,412	-	-	3,675,412
	<u>\$ 3,675,412</u>	<u>\$ 112,788</u>	<u>\$ 102,452</u>	<u>\$ 3,890,652</u>

## United Way of Pierce County

### Notes to Financial Statements

---

#### Note 8. Endowment (Continued)

Changes in endowment net assets for the years ended December 31:

	Unrestricted	Temporarily Restricted*	Permanently Restricted	Total
2017:				
Endowment net assets, beginning of year	\$ 3,675,412	\$ 112,788	\$ 102,452	\$ 3,890,652
Investment income and net appreciation (realized and unrealized)	657,663	33,305	-	690,968
Endowment net assets, end of year	<u>\$ 4,333,075</u>	<u>\$ 146,093</u>	<u>\$ 102,452</u>	<u>\$ 4,581,620</u>
2016:				
Endowment net assets, beginning of year	\$ 3,417,135	\$ 95,716	\$ 102,452	\$ 3,615,303
Investment income and net appreciation (realized and unrealized)	258,277	17,072	-	275,349
Endowment net assets, end of year	<u>\$ 3,675,412</u>	<u>\$ 112,788</u>	<u>\$ 102,452</u>	<u>\$ 3,890,652</u>

\* These earnings are included in education, income and health temporarily restricted net assets.

**Funds with deficiencies:** From time to time, the fair value of assets associated with individual donor-restricted endowment funds may fall below the level that the donor requires the Organization to retain as a fund of perpetual duration. Deficiencies, should they occur, would be the result of unfavorable market fluctuations that occurred shortly after the investment of new permanently restricted contributions and continued appropriation for certain programs that were deemed prudent by the Board of Directors. At December 31, 2017 and 2016, the Organization did not have any funds with deficiencies.

**Return objectives and risk parameters:** The Organization has adopted investment policies for endowment assets with a primary objective to provide a dependable source of inflation-adjusted income and to ensure a total return (yield plus capital appreciation) necessary to preserve and enhance (in real dollar terms) the principal of the endowment. Under this policy, as approved by the finance committee of the Board of Directors, the endowment assets are invested in a manner that is intended to produce appropriate results while assuming a moderate level of investment risk.

**Strategies employed for achieving objectives:** To satisfy its long-term rate-of-return objectives, the Organization relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). The Organization targets a diversified asset allocation of equities, fixed income securities, and cash held in money market funds to achieve its long-term return objectives within prudent risk constraints.

## United Way of Pierce County

### Notes to Financial Statements

---

#### Note 8 Endowment (Continued)

##### Spending policy and how the investment objectives relate to spending policy:

**Board-designated endowments:** The board-designated endowment fund is established in perpetuity. The principal of the board-designated endowment fund will remain intact and only the earnings will be used for funding. Such funding may include programs, or to offset administrative and fundraising costs, or for such other purposes as the board may determine consistent with this policy. However, in the event of a natural disaster, funding reversal or similar unexpected situation, principal may be moved from the board-designated endowment to support operating expenses or to honor commitments made to fund local programs. To establish momentum, the first transfer of earnings will not occur until the principal and accumulated earnings of the endowment fund reaches \$10 million.

These investments are classified as long term, as the intent is to hold the investments; although, the board may decide to use these funds for current operations or provide emergency funding in the future.

**Donor-restricted endowments:** The spending policy for donor-restricted endowments varies according to the restrictions stipulated in the underlying agreement.

#### Note 9. Subsequent Events

The Organization has evaluated subsequent events through May 16, 2018, which is the date the financial statements were available to be issued.



RSM US LLP

## Independent Auditor's Report on the Supplementary Information

To the Board of Directors  
United Way of Pierce County  
Tacoma, Washington

Our audits were conducted for the purpose of forming an opinion on the financial statements as a whole. The supplementary information, distributions to agency programs, 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.

### Other Matter

Our audit was conducted for the purpose of forming an opinion on the basic financial statements as a whole. The Other Highlights information is presented for purposes of additional analysis and is not a required part of the financial statements. Such information has not been subjected to the auditing procedures applied in the audit of the financial statements and, accordingly, we do not express an opinion or provide any assurance on it.

*RSM US LLP*

Tacoma, Washington  
May 16, 2018

**United Way of Pierce County  
Other Highlights  
Year Ended December 31, 2017**

This additional information is intended to give the reader other information about their investment in United Way of Pierce County that is not part of the audited financials, but makes a difference in the community in assisting other nonprofits and individuals needing assistance.

**2017 Volunteer Engagement Efforts**

United Way convenes community volunteers to assist other Pierce County nonprofits each year as well as our own initiatives. Because of our efforts, volunteer engagement programming engaged 2,614 volunteers in 29,850 hours of service valued at \$736,985. The value is derived using rates established by an organization called Independent Sector.

**FamilyWize**

Our 2-1-1 HelpLine referral center connects approximately 70,000 people annually that need help with other nonprofits who can potentially help them. One part of the referral efforts is a relationship we have with FamilyWize, an organization that negotiates deep discounts on prescriptions with pharmacies across America. The individuals using the program collectively saved \$149,649.

**Betye Martin Baker Human Service Center**

United Way owns its building free and clear and offers other nonprofit tenants an average of 30 percent below market rents, and 70 percent below market rent for the child care center, thus saving nonprofits additional money for their mission. The estimated annual savings were \$306,000.

**United Way of Pierce County**

**Distributions to Agency Programs**

**Years Ended December 31, 2017 and 2016**

**See Independent Auditor's Report on the Supplementary Information**

	2017	2016
Regular and special allocations:		
A Step Ahead in Pierce County	\$ 25,000	\$ 54,121
American Red Cross, Tacoma/Pierce County Chapter	-	16,667
ANEW	20,000	-
Army MWR Holiday Assistance	200	-
Associated Ministries of Tacoma	35,000	-
Bethel Community Services - Outreach Bus	7,500	5,000
Boy Scouts	1,200	-
Boys & Girls Clubs of South Puget Sound	40,000	61,706
Camp Fire - Orca Council	-	18,290
Cares of Washington	18,500	13,000
Catholic Community Services	25,000	136,519
Centro Latino Service	12,500	-
Children's Therapy Center	30,000	26,598
Children's Home Society	20,000	-
Children's Museum of Tacoma	31,000	32,561
Clover Park South Sound Military Partnership	480	-
Clover Park Technical College - CSF	34,500	198
Communities in Schools - Lakewood	20,000	25,000
Communities in Schools - Peninsula	15,000	20,505
Communities in Schools - Puyallup	10,000	-
Communities in Schools - Tacoma	31,000	-
Community Care Ministries	-	5,000
Community Health Care Delivery System	500	14,000
Consejo Counseling	18,180	-
Cottage Stone	1,500	-
Courage 360	4,168	7,000
Eatonville Family Agency	3,800	5,000
Emergency Food Network	78,986	21,417
Exodus Housing	-	23,449
Families Unlimited Network UPPC	-	7,672
First 5 FUNdamentals - Early Learning	12,550	46,184
FISH Food Banks of Pierce County	30,000	18,750
Food Backpacks 4 Kids	3,000	-
Foundation for Tacoma Students	600	6,000
Franciscan Foundation	-	30,544

(Continued)

**United Way of Pierce County**

**Distributions to Agency Programs (Continued)**

**Years Ended December 31, 2017 and 2016**

**See Independent Auditor's Report on the Supplementary Information**

	2017	2016
Regular and special allocations:		
Goodwill of the Olympics and Rainier Region	\$ 41,250	\$ 27,727
Graduate Tacoma	4,000	-
Hearing Speech and Deafness Center	-	16,436
Helping Hand House	20,000	22,190
HopeSparks	27,400	54,227
HUGS (Neighborhood Grant)	-	700
Key Peninsula Metro Parks	1,000	-
Kiwanis Club of Parkland Spanaway	1,500	-
KBTC Association	-	1,000
Korean Women's Association	27,500	15,333
L'Arche Tahoma Hope	-	8,000
Lakewood Area Shelter Association	10,000	10,000
Lindquist Clinic for Children	15,000	28,394
Local Initiatives Support Co - LISC	4,725	-
Mary Bridge Children's Health Center	-	15,186
Mountain View Community Center	4,000	5,000
Multicare Health System	10,000	10,250
Mustard Seed	-	8,500
Neighborhood Clinic	-	11,289
New Phoebe House Association	55,000	-
Northwest Harvest Foodbank	2,500	-
Northwest Furniture Bank	-	6,000
Olive Crest	-	21,727
Orting Food Bank	3,500	7,500
Our Savior Lutheran	7,500	9,000
Peace Community Center	20,000	15,759
Peninsula Community Foundation	-	3,750
People's Steering Committee (Neighborhood Grants)	-	1,500
Pierce Conservation District (Neighborhood Grant)	-	1,200
Pierce County Labor Community Services	20,500	20,500
Pioneer Human Services	36,000	-
Puget Sound ESD	-	25,506
Reach Out and Read	-	41,644
Rebuilding Together South Sound	-	8,000
Rescue Mission	24,000	71,038
Rock the Rim (Neighborhood Grant)	-	1,500

(Continued)

**United Way of Pierce County**

**Distributions to Agency Programs (Continued)**

**Years Ended December 31, 2017 and 2016**

**See Independent Auditor's Report on the Supplementary Information**

	2017	2016
Regular and special allocations:		
Salvation Army - Puyallup Valley Corps	\$ -	\$ 17,583
Salvation Army - Tacoma Corps	15,000	-
Sexual Assault Center of Pierce County	-	5,500
Shared Housing Services	20,000	-
South Sound Outreach	65,081	28,245
Spanaway Lions Club	1,500	-
Springbrook Connect - Neighborhood Grant	-	1,000
St. Leo's Food Connection	25,000	10,000
Tacoma Christian Center Food Bank (Neighborhood Grant)	-	1,500
Tacoma Community College Foundation	60,000	26,936
Tacoma Community House	65,000	50,937
Tacoma Housing Authority	-	19,861
Tacoma Pierce County Health Department	-	42,561
Tacoma Pierce County Chamber	1,300	-
Tacoma Urban League	13,750	-
The Woods at Golden Given	1,500	-
United Way of King County	-	1,000
United Ways of the Pacific Northwest	-	490
University of Washington - Memory of Melanie Dressel	1,000	-
UW of Greater Houston - Hurricane Relief	1,000	-
Washington Information Network 2-1-1	-	8,000
Willie Stewart Scholarship Fund	1,500	500
YMCA of Tacoma Pierce County	25,000	41,728
Youth Power	-	250
YWCA of Pierce County	36,920	46,916
<b>Total regular and special allocations</b>	<b>1,199,090</b>	<b>1,367,044</b>
Donor designations	1,726,305	1,761,289
<b>Total funds distributed</b>	<b>\$ 2,925,395</b>	<b>\$ 3,128,333</b>