

**UNITED WAY OF CARLISLE  
&  
CUMBERLAND COUNTY  
AND  
UNITED WAY ENDOWMENT FUND  
OF CARLISLE PENNSYLVANIA  
FINANCIAL REPORT  
JUNE 30, 2023**

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## **INDEPENDENT AUDITOR'S REPORT**

Board of Directors  
United Way of Carlisle & Cumberland County and  
United Way Endowment Fund of Carlisle Pennsylvania  
Carlisle, Pennsylvania

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

We have audited the consolidated financial statements of the United Way of Carlisle & Cumberland County and United Way Endowment Fund of Carlisle Pennsylvania (the Organization), which comprise of the consolidated statement of financial position as of June 30, 2023, 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 (collectively, the financial statements).

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Organization as of June 30, 2023, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

### **Basis for Opinion**

We conducted our audit in accordance with auditing standards generally accepted in the United States of America (GAAS). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Organization and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audits. We believe the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### **Responsibilities of Management for the Financial Statements**

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for 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.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Organization's ability to continue as a going concern within one year after the date that the financial statements are issued or are available to be issued.

## **Auditor's Responsibilities for the Audit of the Financial Statements**

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and, therefore, is not a guarantee that an audit conducted in accordance with GAAS will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit;
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements;
- Obtain an understanding of internal control relevant to the audit 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, no such opinion is expressed;
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements;
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Organization's ability to continue as a going concern for a reasonable period of time.

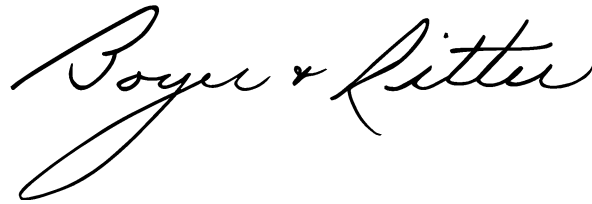
We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings and certain internal control related matters that we identified during the audit.

## **Report on Summarized Comparative Information**

We have previously audited the Organization's 2022 financial statements and we expressed an unmodified audit opinion on those audited financial statements in our report dated October 13, 2022. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2023, is consistent, in all material respects, with the audited financial statements from which it has been derived.

### **Supplementary Information**

Our audit was conducted for the purpose of forming an opinion on the financial statement as a whole. The accompanying supplementary information is presented for the purpose of additional analysis and is not a required part of the financial statement. 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.

A handwritten signature in cursive script that reads "Boyer & Ritter". The signature is written in black ink and is centered on the page.

Camp Hill, Pennsylvania  
October 12, 2023

**UNITED WAY OF CARLISLE & CUMBERLAND COUNTY AND UNITED WAY  
ENDOWMENT FUND OF CARLISLE PENNSYLVANIA**

**CONSOLIDATED STATEMENT OF FINANCIAL POSITION**  
**June 30, 2023 (with comparative totals for 2022)**

<b>ASSETS</b>	<b>2023</b>	<b>2022</b>
Current Assets		
Cash and cash equivalents	\$ 1,055,201	\$ 1,028,390
Pledges receivable, net allowance for uncollectible pledges 2023 \$29,589; 2022 \$38,921	159,013	141,796
Other receivables	4,405	433
Prepaid expenses	7,362	11,226
	<hr/>	<hr/>
<b>Total current assets</b>	<b>1,225,981</b>	<b>1,181,845</b>
	<hr/>	<hr/>
Property and Equipment		
Land	51,206	51,206
Building and improvements	571,959	571,959
Equipment and furniture	62,629	62,629
Less accumulated depreciation	(383,051)	(366,663)
	<hr/>	<hr/>
	<b>302,743</b>	<b>319,131</b>
	<hr/>	<hr/>
Other Assets		
Beneficial interest in split-interest agreements, Endowment Funds and Board Designated Investments	4,411,261	4,151,465
	<hr/>	<hr/>
<b>Total assets</b>	<b>\$ 5,939,985</b>	<b>\$ 5,652,441</b>
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See Notes to Financial Statements.

<b>LIABILITIES AND NET ASSETS</b>	<b>2023</b>	<b>2022</b>
Current Liabilities		
Allocations payable	\$ 277,500	\$ 279,398
Donor choice allocations payable	173,756	112,780
Accounts payable	18,094	18,425
Deferred revenue	-	1,155
Compensated absences	10,598	14,975
Payroll taxes and withholdings	10,609	8,822
<b>Total current liabilities</b>	<b>490,557</b>	<b>435,555</b>
 Net Assets		
Without donor restrictions		
Undesignated	810,121	812,972
Board designated	331,692	312,998
Total without donor restrictions	<b>1,141,813</b>	1,125,970
 With donor restrictions	<b>4,307,615</b>	4,090,916
<b>Total net assets</b>	<b>5,449,428</b>	<b>5,216,886</b>
  <b>Total liabilities and net assets</b>	<b>\$ 5,939,985</b>	<b>\$ 5,652,441</b>

**UNITED WAY OF CARLISLE & CUMBERLAND COUNTY AND UNITED WAY  
ENDOWMENT FUND OF CARLISLE PENNSYLVANIA**

**CONSOLIDATED STATEMENT OF ACTIVITIES  
Year Ended June 30, 2023 (with comparative totals for 2022)**

	Without Donor Restrictions	With Donor Restrictions
Public Support and Revenue		
Gross Campaign Results (2023/2022)	\$ 1,324,776	\$ 500
Gross Campaign Results in prior year - released from restriction	38,109	(38,109)
(less donor designations)	(671,323)	-
Net Campaign Revenue (2023/2022)	691,562	(37,609)
Future Campaign Revenue	-	12,350
Special Events - net	18,405	-
An Evening for the Children Gala	-	-
Other Contributions		
Endowment	-	15,000
Corporate sponsorships	10,500	5,500
Loss on liquidation of contributed investments	(1,164)	-
Collections over prior years' estimated receivables	25,117	-
In-kind contributions	7,906	-
Total other contributions	42,359	20,500
Designations from other United Ways	28,044	-
Service fee income	975	-
Grants	32,042	80,690
Investment Income		
Trust and Endowment Fund income	68,982	53,567
Interest income	13,921	-
Unrealized loss on investments	17,130	294,465
Total investment income	100,033	348,032
Rental income	10,980	-
Miscellaneous income	4,400	-
Other net assets released from restrictions	207,264	(207,264)
<b>Total revenue, gains and other support</b>	<b>1,136,064</b>	<b>216,699</b>

(Continued)



<b>Total 2023</b>	<b>Total 2022</b>
<b>\$ 1,325,276</b>	<b>\$ 1,344,799</b>
<b>-</b>	<b>-</b>
<b>(671,323)</b>	<b>(706,163)</b>
<b>653,953</b>	<b>638,636</b>
<b>12,350</b>	<b>38,109</b>
<b>18,405</b>	<b>21,935</b>
<b>-</b>	<b>48,286</b>
<b>15,000</b>	<b>44,175</b>
<b>16,000</b>	<b>18,500</b>
<b>(1,164)</b>	<b>(3,253)</b>
<b>25,117</b>	<b>19,264</b>
<b>7,906</b>	<b>45,366</b>
<b>62,859</b>	<b>124,052</b>
<b>28,044</b>	<b>30,999</b>
<b>975</b>	<b>846</b>
<b>112,732</b>	<b>160,653</b>
<b>122,549</b>	<b>281,008</b>
<b>13,921</b>	<b>2,434</b>
<b>311,595</b>	<b>(808,050)</b>
<b>448,065</b>	<b>(524,608)</b>
<b>10,980</b>	<b>12,099</b>
<b>4,400</b>	<b>55</b>
<b>-</b>	<b>-</b>
<b>1,352,763</b>	<b>551,062</b>

**UNITED WAY OF CARLISLE & CUMBERLAND COUNTY AND UNITED WAY  
ENDOWMENT FUND OF CARLISLE PENNSYLVANIA**

**CONSOLIDATED STATEMENT OF ACTIVITIES (Continued)  
Year Ended June 30, 2023 (with comparative totals for 2022)**

	Without Donor Restrictions	With Donor Restrictions
<b>Allocations and Expenses</b>		
Gross funds allocated/distributed:		
2022 campaign	1,254,130	-
Omit an agency	11,812	-
Total gross funds allocated/distributed	1,265,942	-
(less donor designations)	(671,323)	-
Net Funds allocated/distributed	594,619	-
<b>Program Services</b>		
Community Impact/Member Agency Relations	145,162	-
Success by Six	134,880	-
Total program services	280,042	-
<b>Supporting Services</b>		
Management and general	177,380	-
Fundraising	68,180	-
Total supporting services	245,560	-
<b>Total allocations and expenses</b>	1,120,221	-
<b>Changes in net assets</b>	15,843	216,699
<b>Net Assets:</b>		
Beginning	1,125,970	4,090,916
Ending	\$ 1,141,813	\$ 4,307,615

See Notes to Financial Statements.

<b>Total 2023</b>	<b>Total 2022</b>
<b>1,254,130</b>	1,333,899
<b>11,812</b>	456
<b>1,265,942</b>	1,334,355
<b>(671,323)</b>	(706,163)
<b>594,619</b>	628,192
<hr/>	
<b>145,162</b>	171,568
<b>134,880</b>	122,424
280,042	293,992
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<b>177,380</b>	165,080
<b>68,180</b>	62,037
<b>245,560</b>	227,117
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1,120,221	1,149,301
<hr/>	
<b>232,542</b>	(598,239)
<hr/>	
<b>5,216,886</b>	5,815,125
<b>\$ 5,449,428</b>	<b>\$ 5,216,886</b>

**UNITED WAY OF CARLISLE & CUMBERLAND COUNTY AND UNITED WAY  
ENDOWMENT FUND OF CARLISLE PENNSYLVANIA**

**CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES  
Year Ended June 30, 2023 (with comparative totals for 2022)**

	Program Services		
	Community Impact/Member		Total Program
	Agency Relations	Success by Six	
Salaries	\$ 77,115	\$ 29,329	\$ 106,444
Payroll taxes	6,272	2,613	8,885
Employee benefits	16,539	-	16,539
	99,926	31,942	131,868
Office expense/supplies	3,838	8,212	12,050
Printing and copying	1,003	-	1,003
Postage and shipping	721	60	781
Telephone and networks	2,000	671	2,671
Occupancy	7,740	2,598	10,338
Accounting fees	-	-	-
Insurance	2,798	939	3,737
Travel and meals	36	-	36
Communications/marketing	6,878	-	6,878
Training and program supplies	-	12,226	12,226
Meetings and conferences	37	-	37
Childcare scholarships	-	72,954	72,954
School Age Scholarships	-	-	-
Miscellaneous expense	485	-	485
Campaign/leadership expenses	-	-	-
Contract services/Other UW	1,238	-	1,238
Technology expenses	2,737	-	2,737
United Way dues	9,099	3,054	12,153
Depreciation	6,626	2,224	8,850
<b>Total functional expenses</b>	<b>\$ 145,162</b>	<b>\$ 134,880</b>	<b>\$ 280,042</b>

See Notes to Financial Statements.

Support Services

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Management and General	Fundraising	Total Support	<b>Total 2023</b>	Total 2022
\$ 94,503	\$ 19,118	\$ 113,621	\$ <b>220,065</b>	\$ 228,218
7,914	1,328	9,242	<b>18,127</b>	18,013
19,193	5,175	24,368	<b>40,907</b>	36,271
121,610	25,621	147,231	<b>279,099</b>	282,502
3,243	2,411	5,654	<b>17,704</b>	16,115
848	630	1,478	<b>2,481</b>	2,426
610	453	1,063	<b>1,844</b>	1,912
1,690	585	2,275	<b>4,946</b>	4,623
6,541	2,264	8,805	<b>19,143</b>	31,557
17,540	-	17,540	<b>17,540</b>	16,110
2,365	819	3,184	<b>6,921</b>	6,545
30	23	53	<b>89</b>	45
5,813	4,322	10,135	<b>17,013</b>	20,313
-	-	-	<b>12,226</b>	8,390
31	24	55	<b>92</b>	10
-	-	-	<b>72,954</b>	61,913
-	-	-	-	-
410	305	715	<b>1,200</b>	905
-	23,626	23,626	<b>23,626</b>	17,289
1,046	777	1,823	<b>3,061</b>	3,567
2,313	1,720	4,033	<b>6,770</b>	9,006
7,690	2,662	10,352	<b>22,505</b>	24,128
5,600	1,938	7,538	<b>16,388</b>	13,753
\$ 177,380	\$ 68,180	\$ 245,560	\$ <b>525,602</b>	\$ 521,109

**UNITED WAY OF CARLISLE & CUMBERLAND COUNTY AND UNITED WAY  
ENDOWMENT FUND OF CARLISLE PENNSYLVANIA**

**CONSOLIDATED STATEMENT OF CASH FLOWS**  
**Year Ended June 30, 2022 (with comparative totals for 2021)**

	2023	2022
Cash Flows From Operating Activities		
Changes in net assets	\$ 232,542	\$ (598,239)
Gross Campaign Results (2023/2022)		
to net cash provided by operating activities		
Depreciation	16,388	13,753
Donated assets	-	(29,084)
Loss on sale of contributed stock donated	1,164	3,253
Net realized and unrealized gain on investments	(136,500)	401,312
Permanently restricted contributions received	(15,000)	(44,175)
Decrease in value of and split-interest agreements	(110,698)	295,025
Changes in assets and liabilities:		
(Increase) decrease in:		
Pledges receivable	(17,217)	21,297
Other receivable	(3,972)	2,855
Prepaid expenses	3,864	(5,446)
(Decrease) increase in:		
Allocations payable	59,078	(57,098)
Accounts payable	(331)	(2,683)
Deferred revenue	(1,155)	300
Accrued expenses	(2,590)	2,800
<b>Net cash provided by operating activities</b>	<b>25,573</b>	<b>3,870</b>
Cash Flows From Investing Activities		
Purchase of investments	(15,000)	(44,175)
Net proceeds from sale of investments	1,238	21,578
Purchases of property and equipment	-	(43,245)
<b>Net cash used in investing activities</b>	<b>(13,762)</b>	<b>(65,842)</b>
Cash Flows From Financing Activities		
<b>Permanently restricted contributions received</b>	<b>15,000</b>	<b>44,175</b>
<b>Net increase (decrease) in cash and cash equivalents</b>	<b>26,811</b>	<b>(17,797)</b>
Cash and Cash Equivalents:		
Beginning	1,028,390	1,046,187
Ending	\$ 1,055,201	\$ 1,028,390

See Notes to Financial Statements.

**UNITED WAY OF CARLISLE & CUMBERLAND COUNTY AND UNITED WAY  
ENDOWMENT FUND OF CARLISLE PENNSYLVANIA**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

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**Note 1. Nature of Activities and Significant Accounting Policies**

Nature of Activities: The United Way of Carlisle & Cumberland County (the United Way) was founded in 1918, as the "Patriotic and Benevolent" fund and is one of the oldest in the country. Since its founding, it has also been known as the Community Chest, the United Fund and the United Way of the Greater Carlisle Area. The United Way of Carlisle & Cumberland County was incorporated in 1960.

Our mission is to "unite people and resources to build a stronger, healthier Carlisle and Cumberland County." The annual campaign provides allocations to partner agencies and also distributes donor designated gifts. Beyond this financial support, partnerships with the private, public and nonprofit sectors allow issues of importance to be addressed and resolved. In-kind gifts, training and grants allow for increased and more effective services.

The United Way Endowment Fund of Carlisle Pennsylvania (the Endowment Fund) was established with the ultimate goal to cover all operational costs through income from sources such as endowment interest, thereby freeing all campaign income for needed health and human care services. See additional information on the Endowment Fund in Note 7.

Annual fundraising campaigns are conducted each fall to generate funds to support operations and to provide allocations to member agencies.

Principles of Consolidation: The accompanying consolidated financial statements include the accounts of the United Way and the Endowment Fund. The Endowment Fund exclusively supports programs and activities of the United Way. Some members of the board of directors of the United Way serve as advisors for the Endowment Fund, and, as such, exercise control over the operations of the Endowment Fund. All material intercompany transactions have been eliminated in the consolidated financial statements.

Basis of Presentation: The United Way of Carlisle & Cumberland County and United Way Endowment Fund of Carlisle Pennsylvania's 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 (U.S. GAAP) as promulgated for not-for-profit organizations. Those standards require the Organization to report information regarding its financial position and activities according to the following classes of net assets:

Net assets without donor restrictions: Net assets that are not subject to donor-imposed restrictions and may be expended for any purpose in performing the primary objectives of the Organization. These net assets may be used at the discretion of the Organization's management and the Board of Directors.

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

Donor-restricted contributions are reported as increases in net assets with donor restrictions. When a restriction expires, net assets are reclassified in the Statement of Activities from net assets with donor restrictions to net assets without donor restrictions.

**UNITED WAY OF CARLISLE & CUMBERLAND COUNTY AND UNITED WAY  
ENDOWMENT FUND OF CARLISLE PENNSYLVANIA**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

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**Note 1. Nature of Activities and Significant Accounting Policies (Continued)**

Adoption of New FASB Accounting Standards Update: In 2023, the United Way adopted the Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) Topic 842 *Leases*, as amended, supersedes ASC Topic 840. This Standard requires lessees to recognize right-of-use assets and lease liabilities for all leases other than those that meet the definition of short-term leases. We have implemented Topic 842 with no effect on the statements as of June 30, 2023. The amendments have been applied under a modified prospective basis. Accordingly, there is no effect on net assets in connection with our implementation.

Cash and Cash Equivalents: For purposes of the Statement of Cash Flows, the United Way considers all unrestricted highly-liquid investments with an initial maturity of three months or less to be cash equivalents. Cash consists of demand deposits and money market funds held in accounts at local financial institutions.

Property and Equipment: Property and equipment are stated at cost less accumulated depreciation. Property and equipment costing over \$1,000 are capitalized. Depreciation is computed using the straight-line method over the assets' estimated useful lives. Upon retirement or sale, the cost and accumulated depreciation of such assets are removed from the accounts, and any resulting gain or loss is included in the determination of changes in net assets. Expenditures for maintenance and repairs, which neither materially add to the value of property and equipment nor appreciably prolong their useful lives, are charged to expense as incurred.

Investments: The United Way reports investments in equity securities with readily determinable fair values and all investments in debt securities at fair values with gains and losses included in the Statement of Activities.

Pension Plan: The United Way maintains a Simplified Employee Pension Plan, open to all eligible participants. Contributions to the Plan are computed at 7% of wages totaling \$14,129 and \$14,218 for the years ended June 30, 2023 and 2022, respectively.

Use of Estimates: The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America includes the use of estimates that affect the financial statements. Accordingly, actual results could differ from those estimates.



**UNITED WAY OF CARLISLE & CUMBERLAND COUNTY AND UNITED WAY  
ENDOWMENT FUND OF CARLISLE PENNSYLVANIA**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

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**Note 1. Nature of Activities and Significant Accounting Policies (Continued)**

Support and Revenue: Contributions received, and unconditional promises-to-give, are measured at fair value and are reported as increases in net assets. The Organization reports gifts of cash and other assets as supported with donor restrictions if they are received with donor stipulations limiting the use of the donated assets, or if the gifts are designated for future periods. When a donors' restriction expires; that is, when stipulated, time restrictions end or purpose restrictions are accomplished, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the Statement of Activities as "net assets released from restrictions." Donor restricted contributions, the restrictions of which are met in the same reporting period, are reported as support without donor restrictions.

The Organization reports gifts of materials and equipment as support without donor restrictions unless explicit, donor stipulations specify how the donated assets must be used. Gifts of long-lived assets with explicit restrictions that specify how the assets are to be used and gifts of cash or other assets that must be used to acquire long-lived assets are reported as support with donor restrictions. Absent explicit donor stipulations about how long those long-lived assets must be maintained, the Organization reports expirations of donor restrictions when the donated or acquired long-lived assets are placed in service.

Donated Materials and Services: Materials and other assets received as donations are recorded and reflected in the accompanying financial statements at their fair values upon receipt.

Advertising Expense: The Organization expenses advertising costs as incurred.

UWWW Cost Deduction Standards: United Way Worldwide has created a uniform standard for deducting fundraising and management and general expenses from donor pledges. The United Way of Carlisle & Cumberland County has made a commitment to comply with this standard.

Income Taxes: The United Way and the Endowment Fund qualify as a tax-exempt Organization under Section 501(c)(3) of the Internal Revenue Code; therefore, no provision for Federal income taxes has been established.

Management has assessed the Organization's exposure to income taxes at the entity level as a result of uncertain tax positions taken in current and previously filed tax returns. Examples of tax positions taken at the entity level include the continuing validity of its exempt organization status, potential filing requirement for unrelated business income and other tax positions that could result in income tax liabilities to the Organization upon examination by taxing authorities. Presently, management believes that it is more likely than not its tax position will be sustained upon examination, including any appeals and litigation, such that the Organization has no exposure to income tax liabilities from uncertain tax positions.

Subsequent Events: Subsequent events have been evaluated through October 12, 2023, which is the date the financial statements were available to be issued.

**UNITED WAY OF CARLISLE & CUMBERLAND COUNTY AND UNITED WAY  
ENDOWMENT FUND OF CARLISLE PENNSYLVANIA**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**Note 2. Liquidity**

Financial assets available for general expenditure; that is, without donor or other restrictions limiting their use; within one year of June 30, 2023 and 2022, respectively, comprise the following:

	2023	2022
Financial assets at year-end:		
Cash and cash equivalents	\$ 1,055,201	\$ 1,028,390
Pledges receivable	159,013	141,796
Other receivables	4,405	433
Endowment funds	3,104,040	2,954,942
Beneficial interest in perpetual trust	1,307,221	1,196,523
Total financial assets	<u>5,629,880</u>	<u>5,322,084</u>
Less amounts not available to be used within one year:		
Net assets with donor restrictions subject to purpose restriction		
Endowment fund	2,832,571	2,693,973
Beneficial interests in perpetual trusts	1,307,221	1,196,523
Board designated portion of endowment fund	271,469	260,969
Financial assets not available for use within one year	<u>4,411,261</u>	<u>4,151,465</u>
Financial assets available to meet general expenditures over the next twelve months	<u>\$ 1,218,619</u>	<u>\$ 1,170,619</u>

United Way of Carlisle & Cumberland County and United Way Endowment Fund of Carlisle Pennsylvania is funded in part by contributions from donors that contain restrictions. Those restrictions require that resources be used for certain purposes or in future periods. Therefore, the Organization must maintain adequate resources to meet those responsibilities to its donors, and as a result, certain financial assets may not be available for general expenditure within one year. As part of its liquidity management, the Organization has a policy to structure its financial assets to be available as general expenditures, liabilities, and other obligations become due. The Organization invests its cash in excess of its daily needs in interest-bearing accounts and marketable securities. The Organization can also draw upon a \$300,000 line-of-credit (as discussed in Note 11).

Board designated net assets represent cash reserves established by the Organization's Board of Directors for future use. However, these reserves may be available currently if necessary.

**UNITED WAY OF CARLISLE & CUMBERLAND COUNTY AND UNITED WAY  
ENDOWMENT FUND OF CARLISLE PENNSYLVANIA**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

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**Note 3. Unconditional Promises to Give**

Unconditional promises to give represent pledges remaining from the annual campaign that are expected to be collected within one year and are recorded at net realizable value. Each year management estimates an allowance for uncollectible pledges based on past collection experience and on current economic conditions. The allowance recorded as of June 30, 2023 and 2022, is estimated at 2.0% and 2.5% of actual pledges, respectively.

	2023	2022
Total pledges receivable - within one year	\$ 175,906	\$ 180,717
Less allowance for uncollectible pledges	<u>(16,893)</u>	<u>(38,921)</u>
Pledges receivable, net	<u>\$ 159,013</u>	<u>\$ 141,796</u>

**Note 4. Allocations**

Allocations payable consist of amounts committed to partner agencies through December 31, 2023, but not paid as of June 30, 2023.

Allocations expense represents amounts from the 2022 Campaign paid to agencies January through June 2023, and amounts committed from the 2022 Campaign that will be paid July through December 2023.

**UNITED WAY OF CARLISLE & CUMBERLAND COUNTY AND UNITED WAY  
ENDOWMENT FUND OF CARLISLE PENNSYLVANIA**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

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**Note 5. Functional Expense Allocations**

The United Way allocates expenses not associated with allocations to agencies, other identified programs, and United Way dues based on actual time and cost studies. The United Way has identified four functional areas to which expenses are allocated as follows:

Community Impact and Partner Agency Relations - Costs incurred to provide assistance to community non-profit agencies in their operation or start-up. Expenses incurred for year-round education of donors including supporting activities with partner agencies and fund distribution determination.

Success By 6 - Costs incurred to provide training and mentoring to child care providers to improve the quality of child care in the greater Carlisle area. Expenses incurred to educate area businesses, parents and the general public about issues in early learning. Also, costs associated with school readiness and the coordination of efforts between providers and school districts.

Management and General - Administrative and operational costs of managing the United Way offices.

Fundraising - Expenses associated with the annual campaign and other fundraising activities.

Management reviews functional expense allocations regularly throughout the year.

**Note 6. In-Kind Donations**

The United Way received donated professional services, supplies, advertising and assets. The United Way's policy for in-kind donations is to utilize all donations in the period they are donated. Donated advertising is valued by the United Way Worldwide as an allocation of the percentage of total cost that was donated based on hours of advertisements provided. Donated services are recorded at fair market value based on the cost charged to other consumers for the same or similar services provided. Donated supplies and assets are recorded at fair market value at the date and price when purchased by the donor or when donated by a retailer. These transactions are considered to be noncash transactions for purposes of the Statement of Cash Flows. No donor imposed restrictions were identified for donations received during the years ended June 30, 2023 and 2022.

**UNITED WAY OF CARLISLE & CUMBERLAND COUNTY AND UNITED WAY  
ENDOWMENT FUND OF CARLISLE PENNSYLVANIA**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**Note 6. In-Kind Donations (Continued)**

For the years ended June 30, 2023 and 2022, in-kind contributions were as follows:

	2023	2022
Contributions		
Donated advertising	\$ 5,521	\$ 9,286
Donated services	2,385	3,676
Donated supplies	-	3,320
Donated assets	-	29,084
	<u>\$ 7,906</u>	<u>\$ 45,366</u>
Capitalized		
Building and Improvements	\$ -	\$ 23,760
Equipment and furniture	-	5,324
Expenses		
Programs and support	7,906	16,282
	<u>\$ 7,906</u>	<u>\$ 45,366</u>

The United Way receives donated services in the form of volunteerism. No amounts have been reflected in the financial statements for volunteer services since no objective basis is available to measure the value of such services. Nevertheless, a substantial number of volunteers donated significant amounts of their time to the United Way's programs and fundraising efforts.

The United Way of Carlisle & Cumberland County is in a unique position to connect agencies with people and organizations that have items to donate. Other "matches" of donated items to agencies are regularly made on an as needed or requested basis. The values of in-kind donations which are passed through the United Way are not recognized as contributions by the United Way since these items do not create any value for the United Way.

**Note 7. Beneficial Interest in Split-Interest Trusts, Endowment Fund and Board Designated Investment**

The United Way is the beneficiary of income generated by three split-interest trusts and the Endowment Fund, (consisting of the Brenneman endowment, the Civic Club of Carlisle Fund, and the United Way perpetual endowment fund trust) created to provide future financial benefits to the United Way. The split-interest trusts and the Endowment Fund are held and managed by the trust departments of local financial institutions.

Trust income, reflected in the financial statements as support, represents amounts received from the split-interest trusts and the endowment fund in which the United Way is entitled to a specified share of the income.

**UNITED WAY OF CARLISLE & CUMBERLAND COUNTY AND UNITED WAY  
ENDOWMENT FUND OF CARLISLE PENNSYLVANIA**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

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**Note 7. Beneficial Interest in Split-Interest Trusts, Endowment Fund and Board Designated Investment (Continued)**

The United Way perpetual endowment fund trust allows the distribution based on a “Total Return” approach, the Brenneman endowment and the Civic Club of Carlisle Fund allows for the income of the trust to be distributed.

The United Way is entitled to one-sixth of the income less allowed expenses generated from two split-interest trust funds and is entitled to one-tenth of the income less expenses of one split-interest trust fund.

The following schedule shows the value of the Endowment Fund/Board Designated Investment and each of the split-interest trusts:

	2023	2022
United Way Endowment/Board Designated Investment	\$ 2,647,045	\$ 2,513,112
Brenneman Endowment	241,737	233,715
Civic Club of Carlisle Fund	215,258	208,115
Total Endowments	<u>3,104,040</u>	<u>2,954,942</u>
Roger K. Todd Trust	506,672	488,428
Naomi Watson Trust	307,431	301,069
Albert Watson Trust	493,118	407,026
	<u>\$ 4,411,261</u>	<u>\$ 4,151,465</u>

The following schedule shows the net increase (decrease) for the Endowment Fund/Board Designated Investment and each of the split-interest trusts:

	2023	2022
United Way Endowment/Board Designated Investment	\$ 133,933	\$ (327,114)
Brenneman Endowment	8,022	(29,016)
Civic Club of Carlisle Fund	7,143	(25,838)
Total Endowments	<u>149,098</u>	<u>(381,968)</u>
Roger K. Todd Trust	18,244	(118,551)
Naomi Watson Trust	6,362	(75,849)
Albert Watson Trust	86,092	(100,625)
	<u>\$ 259,796</u>	<u>\$ (676,993)</u>

**UNITED WAY OF CARLISLE & CUMBERLAND COUNTY AND UNITED WAY  
ENDOWMENT FUND OF CARLISLE PENNSYLVANIA**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**Note 7. Beneficial Interest in Split-Interest Trusts, Endowment Fund and Board Designated Investment (Continued)**

The following schedule shows the income received from the Endowment Fund/Board Designated Investment and each of the split-interest trusts:

	2023	2022
United Way Endowment/Board Designated Investment	\$ 115,908	\$ 114,614
Brenneman Endowment	5,411	4,605
Civic Club of Carlisle Fund	4,818	4,101
Total Endowments	126,137	123,320
Roger K. Todd Trust	22,738	27,096
Naomi Watson Trust	17,634	24,684
Albert Watson Trust	22,841	19,028
	<u>\$ 189,350</u>	<u>\$ 194,128</u>

The following schedule shows the carrying value basis for the Endowment Fund/Board Designated Investment and each of the split-interest trusts:

	2023	2022
United Way Endowment/Board Designated Investment	\$ 2,482,011	\$ 2,482,011
Brenneman Endowment	248,599	248,599
Civic Club of Carlisle Fund	221,031	221,031
Total Endowments	2,951,641	2,951,641
Roger K. Todd Trust	488,116	498,579
Naomi Watson Trust	304,040	286,024
Albert Watson Trust	486,516	388,552
	<u>\$ 4,230,313</u>	<u>\$ 4,124,796</u>

In August 2008, FASB issued Staff Position No. 117-1, Endowments of Not-for-Profit Organizations: Net Asset Classifications of Funds Subject to an Enacted Version of the Uniform Prudent Management of Institutional Funds Act [UPMIFA] and Enhanced Disclosures for all Endowment Funds (FSP).

Much of the guidance in the FSP relates to revisions to the rules governing the accounting for donor restricted endowment funds subject to UPMIFA. The Commonwealth of Pennsylvania has not adopted UPMIFA. Nonprofit corporations in Pennsylvania follow Act 141. Under Act 141, a nonprofit corporation can elect to adopt and follow a “total return” investment policy, i.e., a policy to seek the best total return on the principal whether from capital appreciation, earnings, or both.

**UNITED WAY OF CARLISLE & CUMBERLAND COUNTY AND UNITED WAY  
ENDOWMENT FUND OF CARLISLE PENNSYLVANIA**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

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**Note 7. Beneficial Interest in Split-Interest Trusts, Endowment Fund and Board Designated Investment (Continued)**

Consistent with Donor expectations and the Board's view that the United Way Endowment Fund's purpose is to provide ongoing funding to defray the administrative costs associated with the operations of the United Way and ultimately to provide funds for distribution to Partner Agencies in addition to those raised by the United Way's Annual Campaign, the Endowment Investment Committee expects that distributions from the Endowment Fund will be based on a "Total Return" approach.

This approach will take into account both income in the form of earnings on the Fund and capital appreciation, both realized and unrealized. The spending policy for the Endowment in lieu of paying income (interest and dividends) only would be an election to pay between 2% and 7% of the fair market value of the entire trust, averaged over the prior three fiscal years ending June 30th. The amount distributed to the Organization is recorded as an increase in Net Assets Without Donor Restrictions since the monies are to be used to pay for the operations of the Organization. For the year ended June 30, 2023, the Board approved 4.5% as the income percentage.

The income from the Brenneman endowment is to benefit neglected children in the Village of Boiling Springs, the Borough of Carlisle and adjacent areas, the interest and dividend income, less management fee, will be paid out to the United Way of Carlisle & Cumberland County at least annually.

The income from the Civic Club of Carlisle Fund is to benefit one of the following agencies: Community CARES, CPARC/The ARC of Cumberland and Perry Counties, Domestic Violence Services of Cumberland and Perry Counties, Hope Station, Sadler Caring Center, The Salvation Army, Samaritan Fellowship and Warm the Children. The interest and dividend income, less management fees, will be paid out at least annually.

The overall objectives for the Endowment Funds are to invest the Endowment Fund in accordance with any legally applicable donor or statutory restrictions, with an emphasis on growth of principal and to ensure stability. The investment guidelines are based upon an investment horizon of greater than ten years, so that interim fluctuations should be viewed with appropriate perspective. Similarly, the Endowment Fund's strategic allocation is based on this long-term perspective. Long-term growth is the primary objective and investment, therefore, should be directed toward overall appreciation by maximizing the total investment return over this extended horizon. The Board requires that the assets of the Endowment Funds be invested in a prudent manner, in a broadly diversified portfolio spread over multiple asset classes.



**UNITED WAY OF CARLISLE & CUMBERLAND COUNTY AND UNITED WAY  
ENDOWMENT FUND OF CARLISLE PENNSYLVANIA**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**Note 7. Beneficial Interest in Split-Interest Trusts, Endowment Fund and Board Designated Investment (Continued)**

The Endowment Fund net assets are classified as with donor restrictions for both the years ended June 30, 2023 and 2022, respectively. The Board Designated Investment is classified as without donor restrictions board designated net assets for June 30, 2023.

The following schedule shows the Endowment Funds/Board Designated Investment activity:

	2023	2022
Endowment Fund/Board Designated, at beginning of period	\$ 2,954,942	\$ 3,336,910
Contributions	15,000	44,175
Investment Returns		
Investment income	145,360	121,450
Realized (loss) gain	(64,397)	111,712
Unrealized gains (loss)	200,897	(513,024)
Net investment income	281,860	(279,862)
Investment fees	(21,625)	(22,961)
Amounts appropriated for expenditure	(126,137)	(123,320)
Endowment Fund/Board Designated, at end of period	<u>\$ 3,104,040</u>	<u>\$ 2,954,942</u>
<b>Net Asset Classification</b>		
With donor restrictions	<u>\$ 2,832,571</u>	<u>\$ 2,693,973</u>
Without donor restrictions/Board designated	<u>\$ 271,469</u>	<u>\$ 260,969</u>

**UNITED WAY OF CARLISLE & CUMBERLAND COUNTY AND UNITED WAY  
ENDOWMENT FUND OF CARLISLE PENNSYLVANIA**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

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**Note 8. Fair Value Measurements**

The Fair Value Measurement Topic of FASB Accounting Standards Codification (ASC 820) establishes a framework for measuring fair value. That framework provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1 measurements) and the lowest priority to unobservable inputs (Level 3 measurements). The three levels of the fair value hierarchy under ASC 820 are described below:

- Level 1 Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets that the Organization has the ability to access.
- Level 2 Inputs to the valuation methodology include:
- Quoted prices for similar assets or liabilities in active markets;
  - Quoted prices for identical or similar assets or liabilities in inactive markets;
  - Inputs other than quoted prices that are observable for the asset or liability;
  - Inputs that are derived principally from or corroborated by observable market data by correlation or other means.
- Level 3 Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

The asset's or liability's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques used need to maximize the use of observable inputs and minimize the use of unobservable inputs.

The assets that are recorded at fair value on a recurring basis are investments including the Endowment Fund and split-interest trusts. The Organization has no financial liabilities or non-financial items that are recorded at fair value on a recurring basis. The following are descriptions of the valuation methodologies used for assets measured at fair value:

*Cash Equivalents:* Valued using a pricing model or series of matrices based on standard inputs which may include benchmark yields, reported trades, broker/dealer quotes, issuer spreads, two-sided markets, benchmark securities, bids, offers and reference data including market research publications.

*Common stocks, foreign stocks and mutual funds:* Valued at the closing price reported on the active market on which the individual securities are traded.

**UNITED WAY OF CARLISLE & CUMBERLAND COUNTY AND UNITED WAY  
ENDOWMENT FUND OF CARLISLE PENNSYLVANIA**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

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**Note 8. Fair Value Measurements (Continued)**

*U.S. Government, Municipal, Corporate bonds and notes:* Valued using a multi-dimensional relational model based on standard inputs which may include benchmark yields, reported trades, broker/dealer quotes, issuer spreads, two-sided markets, benchmark securities, bids, offers and reference data including market research publications.

*Other:* Valued using pricing models and/or discounted cash flow methodologies which require significant management judgment or estimation.

The following tables set forth by level, within the fair value hierarchy, the Organization's assets at fair value:

	6/30/2023	Fair Value at Reporting Date Using		
		Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
Cash Equivalents	\$ 365,115	\$ -	\$ 365,115	\$ -
Trading Securities				
U.S. Govt., municipal and Corporate bonds and notes				
Fixed income mutual funds	958,838	958,838	-	-
Common stock and mutual funds				
Equity mutual funds	835,502	835,502	-	-
Common stocks	944,585	944,585	-	-
Beneficial interest in perpetual trusts	1,307,221	-	-	1,307,221
	<u>\$ 4,411,261</u>	<u>\$ 2,738,925</u>	<u>\$ 365,115</u>	<u>\$ 1,307,221</u>

**UNITED WAY OF CARLISLE & CUMBERLAND COUNTY AND UNITED WAY  
ENDOWMENT FUND OF CARLISLE PENNSYLVANIA**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**Note 8. Fair Value Measurements (Continued)**

	6/30/2022	Fair Value at Reporting Date Using		
		Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
Cash Equivalents	\$ 104,722	\$ -	\$ 104,722	\$ -
Trading Securities				
U.S. Govt., municipal and Corporate bonds and notes				
Fixed income mutual funds	1,240,645	1,240,645	-	-
Common stock and mutual funds				
Equity mutual funds	766,640	766,640	-	-
Common stocks	842,935	842,935	-	-
Beneficial interest in perpetual trusts	1,196,523	-	-	1,196,523
	<u>\$ 4,151,465</u>	<u>\$ 2,850,220</u>	<u>\$ 104,722</u>	<u>\$ 1,196,523</u>

The table below sets forth a summary of changes in the fair value of the Organization's Level 3 assets for the year ended June 30, 2023:

	Beneficial Interest in Perpetual Trusts
Balance, beginning of year	\$ 1,196,523
Purchases, sales, issuances and settlements - net	173,911
Investment income distributed	(63,213)
Balance, end of year	<u>\$ 1,307,221</u>

**UNITED WAY OF CARLISLE & CUMBERLAND COUNTY AND UNITED WAY  
ENDOWMENT FUND OF CARLISLE PENNSYLVANIA**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

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**Note 9. Net Assets with Donor Restrictions**

Net assets with donor restrictions consist of time restricted contributions and purpose restricted contributions at June 30, as follows:

	2023	2022
Success By 6 programs	\$ 137,361	\$ 141,391
Future campaign	12,350	38,109
Sponsorship	6,387	8,387
Taking it to the Streets	5,162	5,162
Women's Leadership Council	4,189	4,189
COVID-19 Emergency Response	2,374	1,874
Student Council	-	30
Carlisle Youth Initiative	-	450
Heating Coalition	-	829
Perpetual trusts held by third parties	1,307,221	1,196,523
Endowment Funds	2,832,571	2,693,972
	<u>\$ 4,307,615</u>	<u>\$ 4,090,916</u>

Net assets with donor restrictions consist of endowment and split-interest trust fund investments to be held indefinitely. The income from these funds is unrestricted, except for the Brenneman endowment and the Civic Club of Carlisle Fund endowment. The Brenneman endowment is restricted to benefiting neglected children in the Village of Boiling Springs, the Borough of Carlisle and surrounding area. The Civic Club of Carlisle Fund endowment is restricted to benefiting various agencies located in Cumberland County.

**Note 10. Net Assets Board Designated**

As of June 30, 2023, the Board has designated \$60,223 to be used for future capital improvements and \$271,469 to be used as a quasi-endowment fund.

**Note 11. Line-of-Credit**

The United Way has a line-of-credit available from M&T Bank in the amount of \$300,000. The interest rate is the bank's prime rate. There were no borrowings against this line at June 30, 2023.

**UNITED WAY OF CARLISLE & CUMBERLAND COUNTY AND UNITED WAY  
ENDOWMENT FUND OF CARLISLE PENNSYLVANIA**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

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**Note 12. Commitments and Contingencies**

The United Way has made written commitments to partner agencies establishing the amount of allocations they will receive from July to December 2023. These amounts have been recorded as allocations payable at June 30, 2023.

The United Way received 30% of its annual support for the 2022-23 campaign through corporate and employee pledges from six major companies and individuals located in the greater Carlisle area at June 30, 2023. The United Way could experience a substantial reduction of annual support should severe economic conditions arise affecting this concentration.

**Note 13. Concentrations of Credit Risk**

Cash and cash equivalents include all cash balances and highly-liquid investments with an initial maturity of three months or less. The Organization places its temporary cash investments with high credit quality financial institutions. At times such investments may be in excess of the Federal Deposit Insurance Corporation (FDIC) insurance limit. The balance is insured by the Federal Deposit Insurance Corporation up to \$250,000. At June 30, 2023, the United Way had \$54,912 in uninsured bank balances.

**Note 14. Rental Income**

The United Way signed an agreement on October 14, 2019, to lease office and meeting space at the 145 South Hanover Street location to American Red Cross. Required monthly lease payment are \$675 and the lease expires October 13, 2023. In addition, the United Way rents parking spaces in the lot behind the building on an as needed basis for \$30 a space per month. For the years ended June 30, 2023 and 2022, the rental income totaled \$10,980 and \$12,099, respectively.

**UNITED WAY OF CARLISLE & CUMBERLAND COUNTY AND UNITED WAY  
ENDOWMENT FUND OF CARLISLE PENNSYLVANIA**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

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**Note 15. An Evening for the Children Gala**

During the year ended June 30, 2022, local businesses and community volunteers organized a Virtual Gala to raise money for summer scholarships to be distributed for the benefit of at-risk children in the greater Carlisle area. The net contributions supported the Carlisle Family YMCA, YWCA of Carlisle and the Summer Program for Youth (SPY). The following is the related contribution revenue and associated expense.

	2023	2022
Contributions	\$ -	\$ 50,312
Expenses		
Facility, food and beverage (Direct Donor Benefit)	-	-
Other miscellaneous expenses	-	2,026
Total Expenses	<u>-</u>	<u>2,026</u>
An Evening for the Children Gala - net	<u>\$ -</u>	<u>\$ 48,286</u>

**Note 16. Special Events - Net**

The U-Turn event is a collaboration with Dickinson College for an annual community yard sale in June. The United Way of Carlisle & Cumberland County sold Dickinson College student and faculty donated items and yard sale spaces.

Proceeds from this event were used to underwrite fundraising and administrative costs so that 100% of undesignated campaign donations could be used to support programs.

The following is the related revenue and associated expenses:

	2023	2022
U-Turn sales	\$ 18,646	\$ 22,400
U-Turn expenses	<u>241</u>	<u>465</u>
Special events - net	<u>\$ 18,405</u>	<u>\$ 21,935</u>

**UNITED WAY OF CARLISLE & CUMBERLAND COUNTY AND UNITED WAY  
ENDOWMENT FUND OF CARLISLE PENNSYLVANIA**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

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**Note 17. Dues to United Way Worldwide and United Way of Pennsylvania**

For the right to use the logo and related United Way services, the United Way of Carlisle & Cumberland County paid dues of one cent on each campaign dollar raised to the United Way Worldwide (UWWW). UWWW provides access to training, national radio and television spots and the NFL partnership and promotion. This 1% is underwritten by our 100% guarantee sponsors so that 100% of undesignated campaign dollars goes directly to fund programs.

United Way of Pennsylvania dues are paid voluntarily for representing our interest to the legislature in Harrisburg. They have taken a lead in several state-wide initiatives of great importance to us locally, such as the “2-1-1” line for information/referral.

**Note 18. Compensated Absences**

The United Way allows full-time employees to accumulate sick leave up to a maximum of 90 days. Accumulated sick leave is not payable on termination. The United Way allows all full-time employees and part-time employees who work 20 hours a week or more to accumulate vacation time to a maximum of 20 days. More than 20 days of accrued vacation requires explicit approval. Accumulated vacation time is paid upon termination.

**Note 19. Designations**

Because of its community and needs-based distribution process, the United Way of Carlisle & Cumberland County advocates for contributions to be left undesignated when possible. Knowledgeable volunteers receive training and spend hundreds of hours scrutinizing agency programs and budgets to disseminate funds under their responsibility. Essentially, the United Way serves to act as a “mutual fund,” thus enhancing the donor’s dollar and multiplying its impact. However, if a donor has a special area of need or an agency they wish to support, the United Way provides this customer service through its donor designation program. Designations are made to other United Ways, partner and non-partner nonprofit agencies, or fields of services with minimal or no processing fees. In these instances, the United Way of Carlisle & Cumberland County is responsible for processing the donor’s gift.



**SUPPLEMENTARY INFORMATION**

**UNITED WAY OF CARLISLE & CUMBERLAND COUNTY AND UNITED WAY  
ENDOWMENT FUND OF CARLISLE PENNSYLVANIA**

**CONSOLIDATING STATEMENT OF FINANCIAL POSITION  
June 30, 2023 (with comparative totals for 2022)**

<b>ASSETS</b>	United Way	Endowment	Eliminations	<b>Consolidated 2023</b>	2022
<b>Current Assets</b>					
Cash and cash equivalents	\$ 1,055,201	\$ -	\$ -	\$ <b>1,055,201</b>	\$ 1,028,390
Pledges receivable, net of allowance for uncollectible pledges 2023 \$29,589; 2022 \$38,921	159,013	-	-	<b>159,013</b>	141,796
Other receivables	4,405	-	-	<b>4,405</b>	433
Prepaid expenses	7,362	-	-	<b>7,362</b>	11,226
<b>Total current assets</b>	<b>1,225,981</b>	<b>-</b>	<b>-</b>	<b>1,225,981</b>	<b>1,181,845</b>
<b>Property and Equipment</b>					
Land	51,206	-	-	<b>51,206</b>	51,206
Building and improvements	571,959	-	-	<b>571,959</b>	571,959
Equipment and furniture	62,629	-	-	<b>62,629</b>	62,629
Less accumulated depreciation	(383,051)	-	-	<b>(383,051)</b>	(366,663)
	<b>302,743</b>	<b>-</b>	<b>-</b>	<b>302,743</b>	<b>319,131</b>
<b>Other Assets</b>					
Beneficial interest in split-interest agreements, Endowment Funds and Board Designated Investments	1,307,221	3,104,040	-	<b>4,411,261</b>	4,151,465
<b>Total assets</b>	<b>\$ 2,835,945</b>	<b>\$ 3,104,040</b>	<b>\$ -</b>	<b>\$ 5,939,985</b>	<b>\$ 5,652,441</b>

<b>LIABILITIES AND NET ASSETS</b>	United Way	Endowment	Eliminations	<b>Consolidated 2023</b>	2022
<b>Current Liabilities</b>					
Allocations payable	\$ 277,500	\$ -	\$ -	\$ 277,500	\$ 279,398
Donor choice allocations payable	173,756	-	-	173,756	112,780
Accounts payable	18,094	-	-	18,094	18,425
Deferred revenue	-	-	-	-	1,155
Compensated absences	10,598	-	-	10,598	14,975
Payroll taxes and withholdings	10,609	-	-	10,609	8,822
<b>Total current liabilities</b>	<b>490,557</b>	<b>-</b>	<b>-</b>	<b>490,557</b>	<b>435,555</b>
<b>Net Assets</b>					
Without donor restrictions					
Undesignated	810,121	-	-	810,121	812,972
Board designated	60,223	271,469	-	331,692	312,998
Total without donor restrictions	870,344	271,469	-	1,141,813	1,125,970
With donor restrictions					
	1,475,044	2,832,571	-	4,307,615	4,090,916
<b>Total net assets</b>	<b>2,345,388</b>	<b>3,104,040</b>	<b>-</b>	<b>5,449,428</b>	<b>5,216,886</b>
<b>Total liabilities and net assets</b>	<b>\$ 2,835,945</b>	<b>\$ 3,104,040</b>	<b>\$ -</b>	<b>\$ 5,939,985</b>	<b>\$ 5,652,441</b>

**UNITED WAY OF CARLISLE & CUMBERLAND COUNTY AND UNITED WAY  
ENDOWMENT FUND OF CARLISLE PENNSYLVANIA**

**CONSOLIDATING STATEMENT OF ACTIVITIES  
Year Ended June 30, 2023 (with comparative totals for 2022)**

	United Way		Total
	Without Donor Restrictions	With Donor Restrictions	
<b>Public Support and Revenue</b>			
Gross Campaign Results (2022/2023)	\$ 1,324,776	\$ 500	\$ 1,325,276
Gross Campaign Results in prior year - released from restriction (less donor designations)	38,109 (671,323)	(38,109) -	- (671,323)
Future Campaign Revenue	691,562	(37,609)	653,953
Gross Campaign Results (2022/2023)	-	12,350	12,350
Special Events - net	18,405	-	18,405
An Evening for the Children Gala	-	-	-
Other Contributions			
Endowment	-	-	-
Corporate sponsorships	10,500	5,500	16,000
Loss on liquidation of contributed investments	(1,164)	-	(1,164)
Collections over prior years' estimated receivables	25,117	-	25,117
In-kind contributions	7,906	-	7,906
Total other contributions	42,359	5,500	47,859
Designations from other United Ways	28,044	-	28,044
Service fee income	975	-	975
Grants	32,042	80,690	112,732
Investment Income			
Trust and Endowment Fund income	63,211	-	63,211
Interest income	13,921	-	13,921
Unrealized loss on investments	-	110,698	110,698
Total investment income	77,132	110,698	187,830
Rental income	10,980	-	10,980
Miscellaneous income	4,400	-	4,400
Other net assets released from restrictions	219,665	(93,528)	126,137
<b>Total revenue, gains and other support</b>	<b>1,125,564</b>	<b>78,101</b>	<b>1,203,665</b>

(Continued)

	Endowment		Total	Eliminations	Consolidated 2023	Total 2022
	Without Donor Restrictions	With Donor Restrictions				
\$	-	\$ -	\$ -	\$ -	\$ 1,325,276	\$ 1,344,799
	-	-	-	-	-	-
	-	-	-	-	(671,323)	(706,163)
	-	-	-	-	653,953	638,636
	-	-	-	-	12,350	38,109
	-	-	-	-	18,405	21,935
	-	-	-	-	-	48,286
	-	15,000	15,000	-	15,000	44,175
	-	-	-	-	16,000	18,500
	-	-	-	-	(1,164)	(3,253)
	-	-	-	-	25,117	19,264
	-	-	-	-	7,906	45,366
	-	15,000	15,000	-	62,859	124,052
	-	-	-	-	28,044	30,999
	-	-	-	-	975	846
	-	-	-	-	112,732	160,653
	5,771	53,567	59,338	-	122,549	281,008
	-	-	-	-	13,921	2,434
	17,130	183,767	200,897	-	311,595	(808,050)
	22,901	237,334	260,235	-	448,065	(524,608)
	-	-	-	-	10,980	12,099
	-	-	-	-	4,400	55
	(12,401)	(113,736)	(126,137)	-	-	-
	10,500	138,598	149,098	-	1,352,763	551,062

**UNITED WAY OF CARLISLE & CUMBERLAND COUNTY AND UNITED WAY  
ENDOWMENT FUND OF CARLISLE PENNSYLVANIA**

**CONSOLIDATING STATEMENT OF ACTIVITIES (Continued)  
Year Ended June 30, 2023 (with comparative totals for 2022)**

	United Way		Total
	Without Donor Restrictions	With Donor Restrictions	
<b>Allocations and Expenses</b>			
Gross funds allocated/distributed:			
2022 campaign	1,254,130	-	1,254,130
Omit an agency	11,812	-	11,812
Total gross funds allocated/distributed	1,265,942	-	1,265,942
(less donor designations)	(671,323)	-	(671,323)
Net Funds allocated/distributed	594,619	-	594,619
<b>Program Services</b>			
Community Impact/Member Agency Relations	145,162	-	145,162
Success By 6	134,880	-	134,880
Total program services	280,042	-	280,042
<b>Supporting Services</b>			
Management and general	177,380	-	177,380
Fundraising	68,180	-	68,180
Total supporting services	245,560	-	245,560
<b>Total allocations and expenses</b>	<b>1,120,221</b>	<b>-</b>	<b>1,120,221</b>
<b>Changes in net assets</b>	<b>5,343</b>	<b>78,101</b>	<b>83,444</b>
<b>Net Assets:</b>			
Beginning	865,001	1,396,943	2,261,944
Ending	\$ 870,344	\$ 1,475,044	\$ 2,345,388

Without Donor Restrictions	Endowment		Eliminations	Total 2023	Total 2022
	With Donor Restrictions	Total			
-	-	-	-	<b>1,254,130</b>	1,333,899
-	-	-	-	<b>11,812</b>	456
-	-	-	-	<b>1,265,942</b>	1,334,355
-	-	-	-	<b>(671,323)</b>	(706,163)
-	-	-	-	<b>594,619</b>	628,192
-	-	-	-	<b>145,162</b>	171,568
-	-	-	-	<b>134,880</b>	122,424
-	-	-	-	<b>874,661</b>	922,184
-	-	-	-	<b>177,380</b>	165,080
-	-	-	-	<b>68,180</b>	62,037
-	-	-	-	<b>245,560</b>	227,117
-	-	-	-	<b>1,120,221</b>	1,149,301
10,500	138,598	149,098	-	<b>232,542</b>	(598,239)
260,969	2,693,973	2,954,942	-	<b>5,216,886</b>	5,815,125
<b>\$ 271,469</b>	<b>\$ 2,832,571</b>	<b>\$ 3,104,040</b>	<b>\$ -</b>	<b>\$ 5,449,428</b>	<b>\$ 5,216,886</b>

**UNITED WAY OF CARLISLE & CUMBERLAND COUNTY AND UNITED WAY  
ENDOWMENT FUND OF CARLISLE PENNSYLVANIA**

**CONSOLIDATING STATEMENT OF CASH FLOWS**  
**Year Ended June 30, 2022 (with comparative totals for 2021)**

	United Way	Endowment	Total 2023	2022
<b>Cash Flows From Operating Activities</b>				
Changes in net assets	\$ 83,444	\$ 149,098	\$ 232,542	\$ (598,239)
Adjustments to reconcile changes in net assets to net cash provided by (used in) operating activities				
Depreciation	16,388	-	16,388	13,753
Donated assets	-	-	-	(29,084)
(Gain) loss on sale of contributed stock donated	-	1,164	1,164	3,253
Net realized and unrealized gain on investments	-	(136,500)	(136,500)	401,312
Permanently restricted contributions received	-	(15,000)	(15,000)	(44,175)
Decrease in value of and split-interest agreements	(110,698)	-	(110,698)	295,025
Changes in assets and liabilities:				
(Increase) decrease in:				
Pledges receivable	(17,217)	-	(17,217)	21,297
Other receivable	(3,972)	-	(3,972)	2,855
Prepaid expenses	3,864	-	3,864	(5,446)
(Decrease) increase in:				
Allocations payable	59,078	-	59,078	(57,098)
Accounts payable	(331)	-	(331)	(2,683)
Deferred revenue	(1,155)	-	(1,155)	300
Accrued expenses	(2,590)	-	(2,590)	2,800
<b>Net cash provided by (used in) operating activities</b>	<b>26,811</b>	<b>(1,238)</b>	<b>25,573</b>	<b>3,870</b>
<b>Cash Flows From Investing Activities</b>				
Purchase of investments	-	(15,000)	(15,000)	(44,175)
Net proceeds from sale of investments	-	1,238	1,238	21,578
Purchases of property and equipment	-	-	-	(43,245)
<b>Net cash used in investing activities</b>	<b>-</b>	<b>(13,762)</b>	<b>(13,762)</b>	<b>(65,842)</b>
<b>Cash Flows From Financing Activities</b>				
Permanently restricted contributions received	-	15,000	15,000	44,175
<b>Net cash provided by financing activities</b>	<b>-</b>	<b>15,000</b>	<b>15,000</b>	<b>44,175</b>
<b>Net increase (decrease) in cash and cash equivalents</b>	<b>26,811</b>	<b>-</b>	<b>26,811</b>	<b>(17,797)</b>
<b>Cash and Cash Equivalents:</b>				
Beginning	1,028,390	-	1,028,390	1,046,187
Ending	<b>\$ 1,055,201</b>	<b>\$ -</b>	<b>\$ 1,055,201</b>	<b>\$ 1,028,390</b>



**UNITED WAY OF CARLISLE & CUMBERLAND COUNTY AND UNITED WAY  
ENDOWMENT FUND OF CARLISLE PENNSYLVANIA**

**ANNUAL REPORT PRESENTATION**

**Year Ended June 30, 2023**

Revenue - Campaign	
2022 Campaign Pledges (including donor choice)	\$ 1,479,450
Less provision for doubtful accounts	(29,589)
Less designations to United Way programs	<u>(58,432)</u>
Net Campaign Income	1,391,429
Revenue - Other	
Special Events - Net	18,405
Corporate sponsorships	16,000
Collections from prior years' estimated receivables	25,117
Loss on liquidation of contributed investments	(1,164)
In-kind contributions	7,906
Service fee income	975
Investment income	203,271
Rental income	10,980
Success by 6	107,292
Heating Coalition	3,940
Grants	1,500
Other revenue	<u>11,236</u>
Total Other Revenue	<u>405,458</u>
Total Revenue	<u>\$ 1,796,887</u>
Allocations, Expenses and Change in Unrestricted Net Assets	
Allocations:	
Agency Allocations	\$ 566,813
Donor Choice	671,323
Summer Youth Camp Scholarships (An Evening for the Children Proceeds)	25
Civic Club Fund	4,818
Heating Assistance	5,172
Brennaman Trust	5,411
Money in Your Pocket	1,500
The Strictler Scholarship Fund	9,380
Land O' Lakes Grant	<u>1,500</u>
Total Allocations	1,265,942
Program Services:	
Community Impact/Member Agency Relations	145,162
Pre-Kindergarten Scholarships	72,954
Success by 6	<u>61,926</u>
Total program services	280,042
Supporting Services:	
Management and general	177,380
Fundraising	<u>68,180</u>
Total supporting services	245,560
Increase in net assets without restrictions (Fund Balance)	<u>5,343</u>
Total allocations, expenses and change in net assets without restrictions	<u>\$ 1,796,887</u>

Note:

Restricted revenue and unrealized gain on investments are not included above.

**UNITED WAY OF CARLISLE & CUMBERLAND COUNTY AND UNITED WAY  
ENDOWMENT FUND OF CARLISLE PENNSYLVANIA**

**Revenue Reconciliation - Audit to Internal Reporting**

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2022 Campaign Revenue - Net	\$ 1,325,276
Release from restriction	38,109
Designations from other United Ways	<u>28,044</u>
Net Campaign Income	1,391,429
Provision for doubtful accounts	29,589
Designations to United Way Programs	58,432
2022 Campaign Pledges	<u><u>\$ 1,479,450</u></u>