

UNITED WAY OF RUTHERFORD COUNTY
DBA UNITED WAY OF RUTHERFORD AND CANNON COUNTIES

MURFREESBORO, TENNESSEE

AUDITED FINANCIAL STATEMENTS

JUNE 30, 2007

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JOBE, HASTINGS & ASSOCIATES

Certified Public Accountants

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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors
United Way of Rutherford County
dba United Way of Rutherford and Cannon Counties
Murfreesboro, Tennessee

We have audited the accompanying statement of financial position of the United Way of Rutherford County dba United Way of Rutherford and Cannon Counties (a nonprofit organization) as of June 30, 2007, and the related statements of activities, functional expenses, and cash flows for the year then ended. These financial statements are the responsibility of the Organization's management. Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit 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 includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the United Way of Rutherford County dba United Way of Rutherford and Cannon Counties, as of June 30, 2007, and the changes in its net assets and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

Our audit was conducted for the purpose of forming an opinion on the financial statements referred to in the first paragraph as a whole. The schedule on page 13 is presented for purposes of additional analysis and is not a required part of the basic financial statements. Such information has been subjected to the auditing procedures applied in the audit of the financial statements referred to above; and in our opinion, the information is fairly stated in all material respects in relation to the financial statements taken as a whole.

Certified Public Accountants

Joel H. Jobe, CPA

Murfreesboro, Tennessee
February 29, 2008

UNITED WAY OF RUTHERFORD COUNTY
DBA UNITED WAY OF RUTHERFORD AND CANNON COUNTIES

Murfreesboro, Tennessee

Statement of Financial Position
June 30, 2007

<u>ASSETS</u>	
Current Assets -	\$ 1,175,461.05
Cash and cash equivalents	930,638.46
Pledges receivable, net	5,819.32
Accounts receivable	6,579.09
Accrued interest receivable	42,192.72
Prepaid expenses	<u>\$ 2,160,690.64</u>
Fixed Assets -	\$ 104,093.13
Equipment, furniture, and leasehold improvements	(45,708.20)
Less accumulated depreciation	<u>\$ 58,384.93</u>
Other Assets -	\$ 35,720.06
Investments	47,841.03
Investment in assets of Community Foundation	<u>\$ 83,561.09</u>
TOTAL ASSETS	<u>\$ 2,302,636.66</u>
<u>LIABILITIES AND NET ASSETS</u>	
Current Liabilities -	\$ 2,630.21
Accounts payable	1,537,100.00
Due to agencies	54,810.69
Due to designated agencies	17,462.37
Vacation payable	<u>\$ 1,612,003.27</u>
Net Assets -	\$ (528,197.78)
Unrestricted -	114,309.68
Unrestricted net deficit	47,841.03
Board designated investments and cash equivalents	<u>\$ (366,047.07)</u>
Board designated endowment	1,056,680.46
Temporarily restricted	<u>\$ 690,633.39</u>
TOTAL LIABILITIES AND NET ASSETS	<u>\$ 2,302,636.66</u>

See notes to financial statements.

**UNITED WAY OF RUTHERFORD COUNTY
DBA UNITED WAY OF RUTHERFORD AND CANNON COUNTIES**

Murfreesboro, Tennessee

**Statement of Activities
For the Year Ended
June 30, 2007**

	Unrestricted	Temporarily Restricted	Total

Support and Revenue -
Public Support -
Contributions

Net assets released from restrictions

TOTAL PUBLIC SUPPORT

\$ 347,310.75	\$ 2,113,360.92	\$ 2,460,671.67
\$ 1,966,035.90	(1,966,035.90)	
\$ 2,313,346.65	\$ 147,325.02	\$ 2,460,671.67

Revenue -

Interest and dividend income

Realized gain on investments

Unrealized gain on investments

Federal grant income

Other income

TOTAL REVENUE

\$ 45,500.16		\$ 45,500.16
2,442.13		2,442.13
4,151.80		4,151.80
1,885.50		1,885.50
11,047.99		11,047.99
\$ 65,027.58		\$ 65,027.58

TOTAL PUBLIC SUPPORT AND REVENUE

\$ 2,378,374.23	\$ 147,325.02	\$ 2,525,699.25
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Expenses and Losses -

Programs -

Fund distribution

Information and referral program

Other programs

Total Program Expense

Fundraising

Management and general

TOTAL EXPENSES

\$ 1,574,242.41		\$ 1,574,242.41
14,700.00		14,700.00
126,764.68		126,764.68
\$ 1,715,707.09		\$ 1,715,707.09
138,503.12		138,503.12
225,934.90		225,934.90
\$ 2,080,145.11		\$ 2,080,145.11
\$ 298,229.12	\$ 147,325.02	\$ 445,554.14

CHANGE IN NET ASSETS

Net Assets, July 1, 2006

NET ASSETS, JUNE 30, 2007

\$ (664,276.19)	\$ 909,355.44	\$ 245,079.25
\$ (366,047.07)	\$ 1,056,680.46	\$ 690,633.39

See notes to financial statements.

**UNITED WAY OF RUTHERFORD COUNTY
DBA UNITED WAY OF RUTHERFORD AND CANNON COUNTIES**

Murfreesboro, Tennessee

**Statement of Functional Expenses
For the Year Ended
June 30, 2007**

Programs					Other Functional Expenses	
Fund	Information and Referral	Other Programs	Fund Raising	Management and General	Total	

Salaries and Related Expenses -

Salaries and wages	\$ 26,354.35	\$ 95,202.14	\$ 63,480.99	\$ 102,140.65	\$ 287,178.13	
Employee insurance	4,942.40	4,554.19	4,450.74	5,790.00	19,737.33	
Retirement expense	753.20	1,870.51	1,390.77	1,657.42	5,671.90	
Payroll taxes	2,002.77	7,855.54	4,888.07	8,087.03	22,833.41	
Total Salaries and Related Expenses	\$ 34,052.72	\$ 109,482.38	\$ 74,210.57	\$ 117,675.10	\$ 335,420.77	

Other Expenses -

Advertising	\$ 200.00		3,810.67		4,010.67	
Agency allocations	1,538,438.07				1,538,438.07	
Bank service fees				4,710.17	4,710.17	
Consulting and contract expense			500.00	7,293.69	7,793.69	
Depreciation				10,942.56	10,942.56	
Employee development expense				1,085.00	1,085.00	
Employee search expense				601.69	601.69	
Equipment maintenance	886.52	1,004.45	298.40	5,154.31	7,343.68	
Fundraiser events expense			45,907.91	735.86	46,643.77	
General insurance				4,533.54	4,533.54	
Incentive expense				490.00	490.00	
Meetings expense (refunds)	126.36	(64.71)		1,180.00	1,241.65	
Membership dues		25.00		13,942.05	28,467.05	
Miscellaneous		4,818.39		0.24	4,818.63	
Occupancy expense				18,000.00	18,000.00	
Office expense	127.46	3,233.12	5,234.66	6,968.61	15,563.85	
Postage expense	210.36	447.04	1,202.05	2,600.02	4,459.47	
Printing and publication		4,283.27	2,827.21	1,512.95	8,623.43	
Professional fees				9,520.00	9,520.00	
Signage			1,266.60	240.00	1,506.60	
Software purchases				6,838.06	6,838.06	
Taxes				345.00	345.00	
Telephone				6,585.63	6,585.63	
Travel expenses		2,707.74	2,003.05	4,719.47	9,430.26	
Volunteer appreciation expense	400.92	828.00	1,242.00	260.95	2,731.87	
TOTAL EXPENSES	\$ 1,574,242.41	\$ 14,700.00	\$ 126,764.68	\$ 138,503.12	\$ 225,934.90	\$ 2,080,145.11

See notes to financial statements.

UNITED WAY OF RUTHERFORD COUNTY
DBA UNITED WAY OF RUTHERFORD AND CANNON COUNTIES

Murfreesboro, Tennessee

Statement of Cash Flows
For the Year Ended
June 30, 2007

Cash Flows from Operating Activities -	
Increase in net assets	
To reconcile increase in net assets to net cash provided by operating activities -	
Add:	
Depreciation	10,942.56
Increase in due to agencies	132,757.52
Increase in due to designated agencies	2,330.97
Increase in vacation payable	365.07
Deduct:	
Net realized/unrealized income from investments	(8,400.64)
Increase in pledges receivable	(294,907.24)
Increase in accounts receivable	(4,337.75)
Increase in accrued interest receivable	(5,991.53)
Increase in prepaid expenses	(24,056.33)
Decrease in accounts payable	(3,427.67)
NET CASH PROVIDED BY OPERATING ACTIVITIES	\$ 250,829.10
Cash Flows from Investing Activities -	
Purchase of fixtures, furniture and office equipment	\$ (41,169.80)
NET CASH USED BY INVESTING ACTIVITIES	\$ (41,169.80)
NET INCREASE IN CASH AND CASH EQUIVALENTS	
Cash and cash equivalents July 1, 2006	\$ 209,659.30
CASH AND CASH EQUIVALENTS JUNE 30, 2007	\$ 1,175,461.05

See notes to financial statements.

**UNITED WAY OF RUTHERFORD COUNTY
DBA UNITED WAY OF RUTHERFORD AND CANNON COUNTIES**

Murfreesboro, Tennessee

Notes to Financial Statements

June 30, 2007

Note A - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Nature of Activities - The United Way of Rutherford County dba United Way of Rutherford and Cannon Counties is a member of the United Way of America. According to the by-laws of the Organization, its purpose is to bring together in one united appeal all possible contribution campaigns of the community's health, welfare, educational, and recreational agencies. Additionally, the Organization is committed to deploy financial support to agencies, to maximize the resources available for services aimed at the most urgent needs of the community, to muster community support and commitment, and to manage its operations effectively. The Organization campaigns annually for contributions from donors in Rutherford and Cannon Counties and allocates support to member agencies and other charities in Rutherford and Cannon Counties based on the recommendation of an allocation committee appointed by the board of directors. Comprehensive information and referral services are supported by the Organization in the form of an annual contribution. The Success By 6 activity is a community initiative that brings together existing resources, promotes collaboration and increases community awareness about the needs of young children and their families.

Basis of Accounting - The Organization's financial statements have been prepared on the accrual basis of accounting in accordance with generally accepted accounting principles, and accordingly reflect all significant receivables, payables, and other liabilities.

Basis of Presentation - Financial statement presentation follows the recommendations of the Financial Accounting Standards Board in its Statement of Financial Accounting Standards (SFAS) No. 117, *Financial Statements of Not-for-Profit Organizations*. Under SFAS No. 117, United Way is required to report information regarding its financial position and activities according to three classes of net assets: unrestricted net assets, which represents the expendable resources that are available for operations at management's discretion; temporarily restricted net assets, which represents resources restricted by donors as to purpose or by the passage of time; and permanently restricted net assets, which represents resources whose use by the organization is limited by donor-imposed stipulations that neither expire by passage of time nor can be fulfilled or otherwise removed by actions of the organization. The Organization has no permanently restricted net assets.

Investments Fund - Investments are recorded at fair market value in accordance with the Statement of Financial Accounting Standards (SFAS) No. 124, *Accounting for Certain Investments Held by Not-for-Profit Organizations*. Gains and losses on market value adjustments are recognized as the market fluctuates.

Contributions - The Organization has adopted the Statement of Financial Accounting Standards (SFAS) No. 116, *Accounting for Contributions Received and Contributions Made*, whereby contributions received are recorded as unrestricted, temporarily restricted, or permanently restricted support depending on the existence and/or nature of any donor restrictions. Restricted net assets are reclassified to unrestricted net assets upon satisfaction of the time or purpose restrictions. However, if a restriction is fulfilled in the same time period in which the contribution is received, United Way reports the contribution as unrestricted.

Income Tax Status - The Organization is a not-for-profit corporation exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code and has been classified by the Internal Revenue Service as an organization that is not a private foundation under Section 509(a)(2). Accordingly, federal income taxes are not provided in the accompanying financial statements.

Donor-Imposed Restrictions - All contributions are considered to be available for unrestricted use unless specifically restricted by the donor. Amounts received that are restricted for future periods or donor-restricted for specific purposes are reported as temporarily restricted or permanently restricted support that increases those net asset classes.

When a donor-stipulated time restriction ends or a purpose restriction is accomplished, then the restricted net assets are reclassified to unrestricted net assets. If a restriction is fulfilled in the same time period in which the contribution is received, the contribution is reported as unrestricted.

**UNITED WAY OF RUTHERFORD COUNTY
DBA UNITED WAY OF RUTHERFORD AND CANNON COUNTIES**

Murfreesboro, Tennessee

Notes to Financial Statements (continued)

June 30, 2007

Note A - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Advertising - The Organization expenses advertising costs as they are incurred.

Promises to Give/Pledges - Unconditional promises to give that are expected to be collected within one year are recorded at their net realizable value, based on prior years' experience and management's analysis of specific promises made. Unconditional promises to give that are expected to be collected in future years are recorded at the present value of estimated future cash flows. The discounts on those amounts are computed using a risk-free interest rate applicable to the year in which the promise is received. Amortization of the discount is included in contribution revenue. Conditional promises to give are not included as support until such time as the conditions are substantially met.

Accounts receivable - Accounts receivable are presented at face value, net of the allowance for doubtful accounts. Management considers all accounts to be collectible and, therefore, has not established a provision for uncollectible accounts.

Functional Allocation of Expenses - The costs of providing the United Way's various programs and supporting services have been summarized on a functional basis in the statement of activities. Accordingly, certain costs may have been allocated among the programs and supporting services benefited.

Cash and Cash Equivalents - The United Way considers all liquid investments with maturity of three months or less and all certificate of deposits to be cash equivalents. Cash equivalents at June 30, 2007, consisted of checking accounts, savings accounts, money market funds, and certificates of deposit, totaling \$1,175,461.05.

Estimates - The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates. The Organization recognizes contributions applying estimated pledge losses. Because of the inherent uncertainties in estimating collections, it is at least reasonably possible that the estimates used will change within the near term.

Designated Pledges - A designated pledge is a contribution to the Organization that is to be paid to a donor specified charity. This is by SFAS No. 116 definition an agent transaction and is not to be included in revenue. Donor's designations that exceed United Way allocations to member agencies and other specified charities are recorded as a liability until such time as the distributions are made to the designated recipients.

Equipment and Furniture - Fixed assets with a cost of \$1,000.00 or more are recorded at cost as of the date of acquisition or fair value as of the date of receipt in the case of gifts. Depreciation is computed using the straight-line method based on the estimated useful life of the asset. Expenditures for maintenance and repairs are charged to expense as incurred. Major improvements are capitalized. Depreciation expense for the year ended June 30, 2007 is \$10,942.56 recorded as management and general expense.

Donated Property and Equipment - Donations of property and equipment are recorded as contributions at their estimated fair value at the date of donation. Such donations are reported as increases in unrestricted net assets unless the donor has restricted the donated asset to a specific purpose. Assets donated with explicit restrictions regarding their use and contributions of cash that must be used to acquire property and equipment are reported as restricted contributions. Absent donor stipulations regarding how long those donated assets must be maintained, the Organization reports expirations of donor restrictions when the donated or acquired assets are placed in service as instructed by the donor. The Organization reclassifies temporarily restricted net assets to unrestricted net assets at that time.

**UNITED WAY OF RUTHERFORD COUNTY
DBA UNITED WAY OF RUTHERFORD AND CANNON COUNTIES**

Murfreesboro, Tennessee

Notes to Financial Statements (continued)

June 30, 2007

Note B - PLEDGES RECEIVABLE

Included in pledges receivable are the following unconditional promises to give:

	2005 Campaign
	Undesignated
	Designated
\$ 856,234.02	
\$ 54,428.07	
\$ 910,662.09	
\$ 930,638.46	
	Amount due in less than one year

Note C - OPERATING LEASE AGREEMENT

During the year ended June 30, 2006, the office rental agreement expired and was not renewed. Until a new agreement is entered into United Way continues to rent on a month to month basis.

Rent expense for the year ended June 30, 2007, was \$18,000.00 included in management and general expenses in the accompanying financial statements.

The Organization leases an office copier under an operating lease. The lease began February, 2006 and ends January, 2011. Lease expense for the year ended June 30, 2007, was \$4,144.68 and is included in management and general expenses in the accompanying financial statements. The future minimum lease payments due for the years ending June 30 are as follows:

2008	\$4,144.68
2009	4,144.68
2010	4,144.68
2011	2,417.73

Note D - INVESTMENT INCOME

Investment income is comprised of interest earned on money held in money market accounts and certificates of deposits at financial institutions, dividends earned on investment in assets of Community Foundation, and securities held in brokerage accounts. The income is reported as unrestricted revenue.

Note E - IN-KIND DONATIONS

The Organization has many volunteers who contribute their time and provide other services and supplies to assist the Organization during the annual fund-raising campaign. The value of donated volunteer services is not reflected in the accompanying financial statements because of the difficulty in monitoring the time donated and of placing a monetary value on the donated services and supplies.

**UNITED WAY OF RUTHERFORD COUNTY
DBA UNITED WAY OF RUTHERFORD AND CANNON COUNTIES**

Murfreesboro, Tennessee

Notes to Financial Statements (continued)

June 30, 2007

Note F - FAIR VALUES OF FINANCIAL INSTRUMENTS

The Organization's financial instruments, none of which are held for trading purposes, include cash and cash equivalents and contributions receivable. The United Way estimates that the fair value of all financial instruments at June 30, 2007 does not differ materially from the aggregate carrying values of its financial instruments recorded in the accompanying statement of financial position.

The estimated fair value amounts have been determined using available market information and appropriate valuation methodologies. The carrying amounts of cash and cash equivalents and the current portion of contributions receivable reported in the statement of financial position approximate fair values because of the short maturities of those instruments. The Organization does not have any long-term contributions receivable requiring estimation by discounting of future cash flows using a risk free rate of return.

Note G - SIMPLIFIED EMPLOYEE PENSION PLAN

The Organization adopted a simplified employee pension plan, effective January 1, 1991, for the benefit of eligible employees. An employee is eligible for participation on January 1st after their service entry date. Contributions to the plan are made at the discretion of the Board of Directors. For the year ended June 30, 2007, the board approved a 3% retirement contribution. Pension expense in the amount of \$5,671.90 is included in the accompanying financial statements for the year ended June 30, 2007.

Note H - CONCENTRATIONS

At June 30, 2007, the Organization had on deposit with financial institutions cash in the amount of \$1,135,948.06. Cash held in bank accounts are insured by the Federal Deposit Insurance Corporation (FDIC) up to \$100,000.00. Cash held in overnight investments are invested in repurchase agreements which are secured by obligations of the U. S. Government and its agencies. These deposits exceeded the amount insured by the FDIC in the amount of \$208,974.39. The risk is managed by the Organization by maintaining all deposits in high quality institutions.

Approximately 85.83% of the United Way's revenue for the year ended June 30, 2007 was from pledges promised or received in its fall 2006 fundraising campaign.

Note I - TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted contributions contain donor-imposed restrictions that direct the United Way to use the donation as specified and is satisfied either by the passage of time (time restriction) or by fulfilling the donor-imposed purpose (purpose restriction).

A time restriction stipulates the time period for which the contribution is to be used and is released from the restriction with the passage of time. Campaign pledges are initially recorded as temporarily restricted contributions based on the fact that a time restriction is implicit in an unconditional promise to give when it is scheduled to be paid in future periods.

A purpose restriction specifies the purpose or specific program that the contribution is to support. The release from a purpose restriction is by fulfillment of the purpose.

Temporarily restricted net assets at June 30, 2007:

Time restrictions (net campaign pledges received for future periods): \$ 1,056,680.46

UNITED WAY OF RUTHERFORD COUNTY
DBA UNITED WAY OF RUTHERFORD AND CANNON COUNTIES

Murfreesboro, Tennessee

Notes to Financial Statements (continued)

June 30, 2007

Note J - NET ASSETS RELEASED FROM RESTRICTION

Net assets are released from donor restrictions by incurring expenses satisfying the restricted purposes or by occurrence of other events specified by the donors.

Net assets released from restriction during the year ended June 30, 2007:

Time restrictions (net campaign pledges received for future periods): \$ 1,966,035.90

Note K - INVESTMENTS

Investments are recorded at fair value. The value assigned to investments received by gift is the market value at the date of the donation. At June 30, 2007, investments consisted of stock with a cost of \$43,815.11 and a fair value of \$35,720.06. These funds have been designated by the Board of Directors to support the general purposes and objectives of the Organization.

Note L - INVESTMENT IN ASSETS OF COMMUNITY FOUNDATION

Assets in the amount of \$30,227.74 have been transferred to the Community Foundation of Middle Tennessee, Inc. (the Foundation), a Tennessee not-for-profit corporation, exempt under Internal Revenue Code 501 (c)(3) for its charitable, educational, and public purposes. Variance power has been granted to the Foundation. The Foundation has the ultimate authority and control over all property of the fund, and the income derived therefrom, for the charitable purposes of the Foundation. Proceeds from the fund are to be paid annually to the Organization. The Organization's investment in assets of the Community Foundation is recorded at fair value in the amount of \$47,841.03. These funds have been designated by the Board of Directors to support the general purposes and objectives of the Organization.

UNITED WAY OF RUTHERFORD COUNTY
DBA UNITED WAY OF RUTHERFORD AND CANNON COUNTIES

Murfreesboro, Tennessee

Amounts Given to Agencies (Cash Basis)

For the Year Ended

June 30, 2007

American Red Cross - Heart of Tennessee Chapter	\$	155,338.00
Boys and Girls Club		131,503.63
Boy Scout Council of Middle Tennessee		35,097.00
Bradley Nursery		8,423.65
Cannon County 4-H		1,384.93
Cannon County R.E.A.C.H. Program		8,336.21
Cannon County Senior Citizens Center		5,231.65
CASA of Rutherford County		17,140.00
Child Advocacy Center		15,855.00
Discovery Center at Murfree Spring		20,000.00
Community Helpers of Rutherford County		163,582.69
Crisis Intervention Center		8,898.11
Domestic Violence Program of Rutherford County		48,157.00
Exchange Club Family Center		22,752.00
Girl Scout Council of Cumberland Valley		61,405.00
The Guidance Center		23,034.47
Holloway Harbor Child Care Program		4,500.00
Hospice of Murfreesboro-MTMC		38,850.00
Kids on the Block of Middle Tennessee		7,327.04
Legal Aid Society of Middle Tennessee		14,655.08
MCHRA Homemaker Program		31,731.00
MCHRA Meals on Wheels Program		46,002.66
MCHRA Ombudsman Program		3,000.00
Murfreesboro City Schools Children's Fund		13,423.00
Nashville's Table		6,816.39
Project Help		67,631.13
Rutherford County Adult Activity Center		70,350.00
Rutherford County Emergency Food Bank		61,343.00
Rutherford County Family YMCA		5,111.37
Rutherford County Primary Care Clinic		32,204.00
Rutherford County Schools' Charity Fund		20,135.00
The Salvation Army		17,458.00
Smyrna-Laverne Food Bank		74,974.92
Special Kids		45,102.33
St. Clair Street Senior Center		34,294.00
Students Taking a Right Stand		6,630.00
Teen Peace-Domestic Violence Intervention		33.12
Tennessee Poison Center		11,514.94
UCHRA Nutrition Program		441.48
Vanderbilt Bill Wilkerson Center		2,616.83
Wee Care Day Care		14,752.85
West Main Mission		47,305.00
	\$	<u>1,404,342.48</u>
Total		