

UNITED WAY OF RUTHERFORD COUNTY

MURFREESBORO, TENNESSEE

AUDITED FINANCIAL STATEMENTS

JUNE 30, 2005

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JOBE, HASTINGS & ASSOCIATES

Certified Public Accountants

Joel H. Jobe, CPA, CMPE

Donna K. Hastings, CPA

James R. Jobe, CPA

INDEPENDENT AUDITOR'S REPORT

To the Board of Directors
United Way of Rutherford County
Murfreesboro, Tennessee

We have audited the accompanying statement of financial position of the United Way of Rutherford County (a nonprofit organization) as of June 30, 2005, 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, as of June 30, 2005, 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.

Jobe, Hastings & Associates

Certified Public Accountants

Murfreesboro, Tennessee
December 20, 2005



UNITED WAY OF RUTHERFORD COUNTY

Murfreesboro, Tennessee

Statement of Financial Position

June 30, 2005

ASSETS

Current Assets -		
Cash and cash equivalents	\$	810,336.97
Pledges receivable, net		1,061,218.07
Grant receivable		3,058.40
Prepaid expenses		14,188.98
	TOTAL CURRENT ASSETS	\$ 1,888,802.42
Fixed Assets -		
Equipment and furniture	\$	99,126.36
Less accumulated depreciation		(75,432.97)
		\$ 23,693.39
Other Assets -		
Investments	\$	32,593.77
Investment in assets of Community Foundation		37,460.28
		\$ 70,054.05
	TOTAL ASSETS	\$ 1,982,549.86

LIABILITIES AND NET ASSETS

Current Liabilities -		
Accounts payable	\$	1,197.00
Due to agencies		1,331,003.71
Due to designated agencies		82,103.37
Payroll taxes and withholdings		3,385.11
Vacation payable		11,582.50
	TOTAL CURRENT LIABILITIES	\$ 1,429,271.69
Net Assets -		
Unrestricted -		
Operating reserve	\$	(520,403.37)
Board designated investments		32,593.77
Board designated endowment		37,460.28
		\$ (450,349.32)
Temporarily restricted		1,003,627.49
	TOTAL NET ASSETS	\$ 553,278.17
	TOTAL LIABILITIES AND NET ASSETS	\$ 1,982,549.86

See notes to financial statements.

UNITED WAY OF RUTHERFORD COUNTY

Murfreesboro, Tennessee

Statement of Activities
For the Year Ended
June 30, 2005

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Total</u>
Support and Revenue -			
Public Support -			
Contributions	\$ 31,179.77	\$ 1,999,280.99	\$ 2,030,460.76
Net assets released from restrictions	<u>1,953,749.32</u>	<u>(1,953,749.32)</u>	
TOTAL PUBLIC SUPPORT	<u>\$ 1,984,929.09</u>	<u>\$ 45,531.67</u>	<u>\$ 2,030,460.76</u>
Revenue -			
Interest and dividend income	\$ 9,448.60		\$ 9,448.60
Realized gain on investments	1,342.63		1,342.63
Federal grant income	816.00		816.00
State grant income	84,849.50		84,849.50
City of Murfreesboro appropriation	4,500.00		4,500.00
Town of Smyrna appropriation	1,500.00		1,500.00
General Mills grant income	10,000.00		10,000.00
Contract revenue	29,934.00		29,934.00
Other income	<u>6,515.00</u>		<u>6,515.00</u>
TOTAL REVENUE	<u>\$ 148,905.73</u>		<u>\$ 148,905.73</u>
TOTAL PUBLIC SUPPORT AND REVENUE	<u>\$ 2,133,834.82</u>	<u>\$ 45,531.67</u>	<u>\$ 2,179,366.49</u>
Expenses and Losses -			
Programs -			
Fund distribution	\$ 1,390,906.45		\$ 1,390,906.45
Information and referral program	125,964.84		125,964.84
Other programs	<u>66,685.07</u>		<u>66,685.07</u>
Total Program Expense	\$ 1,583,556.36		\$ 1,583,556.36
Fundraising	69,276.55		69,276.55
Management and general	181,429.68		181,429.68
Net unrealized loss on investments	<u>827.73</u>		<u>827.73</u>
TOTAL EXPENSES	<u>\$ 1,835,090.32</u>		<u>\$ 1,835,090.32</u>
CHANGE IN NET ASSETS	\$ 298,744.50	\$ 45,531.67	\$ 344,276.17
Net Assets, July 1, 2004	<u>(749,093.82)</u>	<u>958,095.82</u>	<u>209,002.00</u>
NET ASSETS, JUNE 30, 2005	<u><u>\$ (450,349.32)</u></u>	<u><u>\$ 1,003,627.49</u></u>	<u><u>\$ 553,278.17</u></u>

See notes to financial statements.

UNITED WAY OF RUTHERFORD COUNTY

Murfreesboro, Tennessee

Statement of Functional Expenses
For the Year Ended
June 30, 2005

	<u>Programs</u>			<u>Other Functional Expenses</u>		
	<u>Fund</u>	<u>Information</u>	<u>Other</u>	<u>Fund</u>	<u>Management</u>	
	<u>Distribution</u>	<u>and Referral</u>	<u>Programs</u>	<u>Raising</u>	<u>and General</u>	<u>Total</u>
Salaries and Related Expenses -						
Salaries and wages	\$ 47,488.88	\$ 76,400.02	\$ 39,826.93	\$ 47,702.73	\$ 70,768.17	\$ 282,186.73
Employee benefits - insurance	6,969.86	2,866.96	381.07	7,347.91	9,153.74	26,719.54
Payroll taxes	<u>3,570.70</u>	<u>6,721.99</u>	<u>3,426.17</u>	<u>3,645.79</u>	<u>8,458.44</u>	<u>25,823.09</u>
Total Salaries and Related Expenses	\$ 58,029.44	\$ 85,988.97	\$ 43,634.17	\$ 58,696.43	\$ 88,380.35	\$ 334,729.36
Other Expenses -						
Advertising			500.00	300.00	398.00	1,198.00
Agency allocations	1,330,981.14					1,330,981.14
Bank service fees					2,029.20	2,029.20
Bookkeeping services					9,816.25	9,816.25
Conference expense		22.98	178.00		598.00	798.98
Consulting expense		10,158.82	2,982.59		3,685.10	16,826.51
Depreciation		1,673.81	1,603.75		3,101.05	6,378.61
Dues expense		14,645.85			17,535.36	32,181.21
Equipment maintenance	64.15	1,266.07	267.16	350.74	6,605.16	8,553.28
General insurance					3,762.92	3,762.92
Mileage reimbursement expense	283.39	1,130.45	898.05	1,723.81	2,325.62	6,361.32
Miscellaneous			561.15			561.15
Occupancy expense		6,000.00			12,000.00	18,000.00
Office expense	426.07	709.80	8,551.42	860.49	706.32	11,254.10
Office temporary labor		153.08	259.52	24.50	1,531.65	1,968.75
Other expense		34.50	2,791.04	916.16	2,007.89	5,749.59
Permit fees					350.00	350.00
Postage expense	47.25	25.47	696.26	957.96	3,132.61	4,859.55
Printing and publication	1,075.01	30.00	2,518.94	5,203.88	1,452.97	10,280.80
Professional fees		1,100.00			5,513.75	6,613.75
Meetings expense				100.00	1,212.21	1,312.21
Software purchases		324.95			7,828.28	8,153.23
Subscriptions and publications expense			445.00		664.97	1,109.97
Telephone		2,694.12	36.21		3,319.44	6,049.77
Travel expenses		<u>5.97</u>	<u>761.81</u>	<u>142.58</u>	<u>3,472.58</u>	<u>4,382.94</u>
TOTAL EXPENSES	\$ <u>1,390,906.45</u>	\$ <u>125,964.84</u>	\$ <u>66,685.07</u>	\$ <u>69,276.55</u>	\$ <u>181,429.68</u>	\$ <u>1,834,262.59</u>

See notes to financial statements.

UNITED WAY OF RUTHERFORD COUNTY

Murfreesboro, Tennessee

Statement of Cash Flows

For the Year Ended

June 30, 2005

Cash Flows from Operating Activities -	
Increase in net assets	\$ 344,276.17
To reconcile increase in net assets to net cash provided by operating activities -	
Add: Depreciation	6,378.61
Decrease in pledges receivable	42,062.58
Decrease in grant receivable	13,288.76
Increase in due to designated agencies	4,655.35
Increase in payroll taxes and withholdings	3,385.11
Increase in vacation payable	1,123.90
Deduct: Net realized/unrealized gain on investments	(1,173.87)
Contribution of investments	(18,129.00)
Increase in prepaid expenses	(6,208.88)
Decrease in accounts payable	(17,050.99)
Decrease in due to agencies	(176,722.52)
Decrease in refundable advances	(10,000.00)
NET CASH PROVIDED BY OPERATING ACTIVITIES	<u>\$ 185,885.22</u>
 Cash Flows from Investing Activities -	
Purchase of fixtures, furniture and office equipment	\$ (21,501.41)
NET CASH USED BY INVESTING ACTIVITIES	<u>\$ (21,501.41)</u>
 NET INCREASE IN CASH AND CASH EQUIVALENTS	\$ 164,383.81
Cash and cash equivalents July 1, 2004	<u>645,953.16</u>
CASH AND CASH EQUIVALENTS JUNE 30, 2005	<u><u>\$ 810,336.97</u></u>
 Supplemental Cash Flow Information:	
Non-cash transactions-donation of securities	<u>\$ 18,129.00</u>

See notes to financial statements.

UNITED WAY OF RUTHERFORD COUNTY

Murfreesboro, Tennessee

Notes to Financial Statements

June 30, 2005

Note A - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Nature of Activities - The United Way of Rutherford County is a member of the United Way of America. According to the by-laws of the United Way of Rutherford County, 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 United Way of Rutherford County 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 United Way of Rutherford County campaigns annually for contributions from donors in Rutherford County and allocates support to member agencies and other charities in Rutherford County based on the recommendation of an allocation committee appointed by the board of directors. Comprehensive information and referral services are provided for families with children residing in Rutherford County. Information about community services is maintained in a resource database and may also be accessed on the Internet. 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 United Way of Rutherford County 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. United Way of Rutherford County 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 - United Way of Rutherford County 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 - United Way of Rutherford County 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.

Advertising - United Way of Rutherford County expenses advertising costs as they are incurred.

UNITED WAY OF RUTHERFORD COUNTY

Murfreesboro, Tennessee

Notes to Financial Statements (continued)

June 30, 2005

Note A - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

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.

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.

Refundable Advances - Unexpended grant awards are reported as refundable advances until the related services are performed, at which time they are recognized as revenue.

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 to be cash equivalents. Cash equivalents at June 30, 2005, consisted of checking accounts, savings accounts and certificates of deposit, totaling \$810,336.97.

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 United Way 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, 2005 is \$6,378.61, with \$3,101.05 recorded as management and general expense and \$3,277.56 recorded as program expense.

Note B - PLEDGES RECEIVABLE

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

2003 Campaign	\$ <u>6,330.12</u>
2004 Campaign:	
Undesignated	\$ 972,784.58
Designated	<u>82,103.37</u>
	\$ <u>1,054,887.95</u>
Amount due in less than one year	\$ <u>1,061,218.07</u>

UNITED WAY OF RUTHERFORD COUNTY

Murfreesboro, Tennessee

Notes to Financial Statements (continued)

June 30, 2005

Note C - OPERATING LEASE AGREEMENT

Effective March 1, 2001, the Organization entered into a five-year lease for office space. Future minimum rental obligations under this lease at June 30, 2005 are as follows:

<u>June 30</u>	
2006	\$ <u>12,000.00</u>

Rent expense for the year ending June 30, 2005, totaled \$18,000.00 with \$12,000.00 included in management and general expenses and \$6,000.00 included in information and referral grant program expenses in the accompanying financial statements.

The United Way of Rutherford County is leasing an office copier under an operating lease through January 24, 2007. Lease expense for the year ending June 30, 2005, totaled \$2,700.00 and is included in management and general expenses in the accompanying financial statements. Future minimum lease payments due for the fiscal years ending 2006 and 2007, are \$2,700.00, and \$1,575.00 respectively.

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 - CONTRIBUTED SERVICES AND SUPPLIES

The United Way of Rutherford County has many volunteers who contribute their time to assist the United Way 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.

Note F - FAIR VALUES OF FINANCIAL INSTRUMENTS

The United Way'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, 2005 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 United Way of Rutherford County 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 United Way of Rutherford County 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, 2005, no contributions were made by the United Way of Rutherford County.

UNITED WAY OF RUTHERFORD COUNTY

Murfreesboro, Tennessee

Notes to Financial Statements (continued)

June 30, 2005

Note H - CONCENTRATIONS

At June 30, 2005, the United Way of Rutherford County had on deposit with financial institutions cash in the amount of \$836,962.71. These deposits exceeded the amount insured by the Federal Deposit Insurance Corporation (FDIC) in the amount of \$486,430.73. The risk is managed by the Organization by maintaining all deposits in high quality institutions.

Approximately 91.41% of the United Way's revenue for the year ended June 30, 2005 was from pledges promised or received in its fall 2004 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, 2005:

Time restrictions (net campaign pledges received for future periods): \$ 1,003,627.49

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, 2005:

Time restrictions (net campaign pledges received for future periods): \$ 1,953,749.32

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, 2005, investments consisted of stock with a cost of \$43,996.40 and a fair value of \$32,593.77. These funds have been designated by the Board of Directors to support the general purposes and objectives of the United Way of Rutherford County.

UNITED WAY OF RUTHERFORD COUNTY

Murfreesboro, Tennessee

Notes to Financial Statements (continued)

June 30, 2005

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 United Way of Rutherford County. The United Way's investment in assets of the Community Foundation is recorded at fair value in the amount of \$37,460.28. These funds have been designated by the Board of Directors to support the general purposes and objectives of the United Way of Rutherford County.

UNITED WAY OF RUTHERFORD COUNTY

Murfreesboro, Tennessee

Amounts Given to Agencies (Cash Basis)

For the Year Ended

June 30, 2005

	<u>Total</u>
Adult Activity Center	\$ 61,797.00
Alzheimer's Association	12,736.00
American Red Cross	150,270.00
Bill Wilkerson Center	2,735.00
Boys and Girls Club	154,052.00
Boy Scout Council of Middle Tennessee	49,353.00
Bradley Nursery	25,053.00
CASA	13,500.00
Child Advocacy Center	5,935.00
Children's Discovery House	20,000.00
Community Helpers of Rutherford County	147,000.00
Crisis Intervention Center	12,000.00
Domestic Violence Program of Rutherford County	54,000.00
Emergency Food Bank	83,700.00
Exchange Club Family Center	21,426.00
Girl Scout Council of Cumberland Valley	66,800.00
The Guidance Center	32,850.00
Holloway Harbor Child Care	3,200.00
Hospice of Murfreesboro	66,374.00
Kids on the Block of Middle Tennessee	9,000.00
Legal Aid Society of Middle Tennessee	11,680.00
MCHRA Homemaker Program	37,663.00
MCHRA Meals on Wheels Program	61,300.00
MCHRA Ombudsman Program	3,420.00
Middle Tennessee Poison Center	12,250.00
Murfreesboro Schools Children's Fund	12,000.00
Nashville's Table	439.00
Oasis Center, Inc.	626.58
Project Help	65,148.00
Rutherford County Family YMCA	10,000.00
Rutherford County Primary Care Clinic	24,000.00
Rutherford County Schools' Charity Fund	16,620.00
The Salvation Army	45,531.00
Second Harvest Food Bank	2,706.00
Smyrna-Lavergne Food Bank	64,071.00
Smyrna-Lavergne Assistance Coalition	1,073.65
Special Kids	40,055.00
St. Clair Street Senior Center	35,046.00
Students Taking a Right Stand	4,520.00
Wee Care Day Care	15,500.00
West Main Mission	42,000.00
	<u>\$ 1,497,430.23</u>