

United Way of Whatcom County
Finance Committee
August 15, 2024 – 3:30 pm
Video Conference Call Meeting

Agenda

1. Welcome
2. Review Previous Meeting Minutes
3. Review June 2024 Financial Summary
4. United Way Worldwide Dues Update
5. Payment Approval Process
6. Other Business

Attachments:

- Previous Meeting Minutes
- June 2024 Financial Summary

United Way of Whatcom County
Finance Committee Meeting
Video Conference Call
June 20, 2024 – 3:30 PM

DRAFT – Meeting Minutes

Committee Attendees: Heather Dyer, Jeremy Jordan, Doug Montgomery, Jason Sears (Chair)

Staff/Other Attendees: Kristi Birkeland (President/CEO), Mike Weinstein

Did Not Attend: None

1. Welcome

Jason Sears, Board Chair, welcomed everyone and called the meeting to order at 3:30 PM.

2. Review Previous Meeting Minutes

Sears asked all present to review the minutes from the April 18, 2024 meeting.

MSA: Dyer/Jordan: Approve April 2024 minutes as presented. Approved.

3. Audit Debrief

The FY2023 audit is complete and VSH filed the IRS Form 990 before the May 15th deadline. Lloyd Sandquist, the primary VSH contact that finished the audit will join the June 2024 annual board meeting to present and answer questions about the financial statements and Form 990.

4. Review April 2024 Financial Summary

Financial Highlights

United Way of Whatcom County (UWWC) continues FY24 in a stable financial position with net assets of \$2.686M and a cash balance of \$582K. Additionally, the organization achieved a strong liquidity position with current assets to current liabilities ratio of 48.08, an indicator that there are adequate cash reserves to meet the organization's short-term obligations.

- For the ten months ended April 30, 2024, UWWC ended with a change in net assets of \$142K. This is favorable to the budget by \$152K. Expenses are under budget by \$15K and revenue is better than budget by \$103K.
- Cash & cash equivalent as of April 30, 2024 totaled \$582K, which represents funding for approximately 5.39 months of average expenses. This is within the recommended 3 - 6 months of funding.

Updates

- The 2023 fiscal year-end audit was finalized on May 14, 2024.

MSA: Dyer/Jordan: Accept April 2024 Financial Summary as presented in to the record. Motion Passed.

5. Review May 2024 Financial Summary

The May 2024 Financial Summary will be included in the next meeting packet.

6. Review FY25 Budget Final

Sears shared the FY2025 budget that will be presented during the June 2024 Annual Board meeting and recommended for approval. The Committee did not have additional questions.

7. Skyline Advisors Quarterly Newsletter

The Committee reviewed the Skyline 1st Quarter 2024 Newsletter included in the meeting packet. The Committee did not have any additional questions regarding the performance of UWWC's portfolio.

8. Other Business

No other business was presented for discussion.

The next meeting will be on August 15, 2024, at 3:30 PM.

The meeting adjourned at 4:15 PM.

MONTHLY FINANCIAL SUMMARY

UNITED WAY OF WHATCOM COUNTY



Prepared by Jennifer President, YPTC

June 2024 | Fiscal Year-End June 30, 2024

FINANCIAL HIGHLIGHTS

United Way of Whatcom County (UWWC) ended FY24 in a stable financial position with net assets of \$2.487M and a cash balance of \$428K. Additionally, the organization achieved a strong liquidity position with current assets to current liabilities ratio of 30.5, an indicator that there are adequate cash reserves to meet the organization’s short-term obligations.

- For the twelve months ended June 30, 2024, UWWC ended with a change in net assets of -\$58K. This is favorable to the budget by \$12K. Expenses are over budget by \$4K and revenue is better than budget by \$17K.
- Cash & cash equivalent as of June 30, 2024 totaled \$428K, which represents funding for approximately 3.63 months of average expenses. This is within the recommended 3 - 6 months of funding.

UPDATES

- The 2024 fiscal year-end audit will begin within the upcoming weeks.

BUDGET VARIANCES

Year-to-Date Revenue Exceeds Budget

Total support and revenue exceed budget by \$17K. Net campaign income is less than budget by \$20K. Restricted grants are under budget due to conditions of grant not being met yet. Unrealized gain is over budget due to changes in market conditions. All other revenues are under budget by \$13K, leading to an overall favorable variance to budget of \$17K.

Revenue	Actual YTD	Budget YTD	(Under) / Over
Net Campaign Income	1,108,050	1,128,000	(19,950)
Restricted grants	10,500	40,000	(29,500)
Unrealized Gain/Loss-current	78,819	0	78,819
All Other Revenue	161,031	173,809	(12,778)
Total Revenue	1,358,400	1,341,809	16,591

Table: YPTC • Source: QuickBooks Online & Annual Budget • Created with Datawrapper

ATTACHMENTS

- Statements of Financial Position
- Statement of Functional Expenses
- Fund Account Balances
- Statements of Activities
- Statement of Cash Flows

Please let me know if you have any questions or would like to discuss.

United Way of Whatcom County
Statements of Financial Position
As of June 30, 2024 - Compared to Prior Month

	6/30/2024	5/31/2024
Assets		
Current Assets		
Cash & Cash Equivalents		
Washington Fed Money Market	\$ 26,483	\$ 26,466
Peoples Bank, Ck Account	401,764	548,825
Total Cash & Cash Equivalents	428,247	575,291
Other Current Assets		
WaFd Bank - 7-month CD	76,068	75,229
WaFd Bank - 13-month CD	76,080	75,232
WaFd Bank - 19-month CD	76,056	75,226
Peoples Bank - 10-month CD	252,941	250,000
Schwab, Unrestricted Endowment	310,951	306,626
Schwab, Permanent Endowment	206,295	203,425
Schwab, Unrestricted Endow-Don	652,634	643,549
Pledges Receivable	508,964	602,497
Allow. Uncollectible	(56,533)	(70,915)
Prepayments	9,089	5,101
Total Other Current Assets	2,112,545	2,165,970
Property and Equipment		
Equipment & Furniture	75,586	75,586
Accumulated Depreciation	(64,552)	(64,093)
Leasehold Improvements	121,983	121,983
Accum Depr. - Leasehold	(116,373)	(115,252)
Total Property and Equipment (net)	16,644	18,224
Other Assets		
Right-of-Use Lease Asset	17,618	17,618
Total Other Current Assets	17,618	17,618
Total Assets	\$ 2,575,054	\$ 2,777,103
Liabilities and Net Assets		
Current Liabilities		
Accounts Payable	\$ 6,316	\$ 25,317
Credit Card Payable	9,509	1,576
Accrued Vacation & Payroll	32,615	19,548
Designations Payable	22,461	-
Current Portion of Lease Liability	12,377	12,377
Total Current Liabilities	83,278	58,818
Lease Liability, Net of Current Portion	5,241	5,241
Total Liabilities	88,519	64,059
Net Assets		
Without Donor Restrictions		
Unrestricted General	1,378,473	1,378,473
Unrestricted Contingency	572,277	572,277
Unrestricted Community Impact	147,689	147,689
Unrestricted Equipment	146,763	146,763
Unrestricted Capacity Building	112,962	112,962
Unrestricted Relief Fund	3,023	3,023
Unrestricted Early Learn Fund	100,000	100,000
Net Assets Without Donor Restrictions	2,461,187	2,461,187
With Donor Restrictions		
Permanently Restricted Endow.	83,313	83,313
Net Assets With Donor Restrictions	83,313	83,313
Change in Net Assets	(57,965)	168,544
Total Net Assets	2,486,535	2,713,044
Total Liabilities and Net Assets	\$ 2,575,054	\$ 2,777,103

United Way of Whatcom County
Statements of Activities
For the Month and Twelve Months Ended June 2024 - Compared to Budget

	ANNUAL BUDGET	June 2024 TOTAL	June 2024 BUDGET	June 2024 VAR \$	June 2024 YTD TOTAL	June 2024 YTD BUDGET	June 2024 YTD VAR \$
Support and Revenue							
Campaign Revenue							
Gross Campaign Contributions	\$ 1,200,000	\$ 5,109	\$ 100,000	\$ (94,891)	\$ 1,108,050	\$ 1,200,000	\$ (91,950)
Provision for Uncollectibles	(72,000)	-	(6,000)	6,000	-	(72,000)	72,000
Net Campaign Revenue	1,128,000	5,109	94,000	(88,891)	1,108,050	1,128,000	(19,950)
Other Revenue							
Restricted grants	40,000	-	3,333	(3,333)	10,500	40,000	(29,500)
In-Kind Rent	10,487	909	874	35	10,801	10,487	314
Community Builder Sponsorship	50,000	-	4,167	(4,167)	58,055	50,000	8,055
Unrealized Gain/Loss-current	-	12,030	-	12,030	78,819	-	78,819
Interest Income	27,000	9,727	2,250	7,477	43,092	27,000	16,092
Donations - Other United Way	12,000	48	1,000	(952)	12,127	12,000	127
EFSP Fee	2,344	-	195	(195)	-	2,344	(2,344)
WRIC fees	12,000	-	1,000	(1,000)	-	12,000	(12,000)
Designation fee	4,978	-	415	(415)	-	4,978	(4,978)
Miscellaneous Income	-	1,946	-	1,946	10,335	-	10,335
Dolly Parton Imag. Lib.	50,000	5,000	4,167	833	26,621	50,000	(23,379)
Campaign Functions Revenue	5,000	-	417	(417)	-	5,000	(5,000)
Total Other Revenue	213,809	29,660	17,817	11,843	250,350	213,809	36,541
Total Support and Revenue	1,341,809	34,769	111,817	(77,048)	1,358,400	1,341,809	16,591
Operating Expenses							
Salaries	328,421	36,542	27,368	9,174	317,885	328,421	(10,536)
Benefits	60,986	5,864	5,082	782	61,081	60,986	95
Payroll Taxes	36,866	3,154	3,072	82	36,886	36,866	20
Professional Services	83,100	4,813	6,925	(2,112)	89,167	83,100	6,067
Office Supplies	3,000	104	250	(146)	3,081	3,000	81
Campaign Supplies	2,500	-	208	(208)	1,300	2,500	(1,200)
Telephone	1,620	280	135	145	3,512	1,620	1,892
Postage	2,700	-	225	(225)	1,811	2,700	(889)
Occupancy	17,626	1,620	1,469	151	17,771	17,626	145
Maintenance	22,994	2,820	1,916	904	29,370	22,994	6,376
Printing/Photo/Subscriptions	2,575	40	215	(175)	2,137	2,575	(438)
Travel/Auto/Meals	7,000	689	583	106	5,193	7,000	(1,807)
Campaign Functions	12,000	-	1,000	(1,000)	5,834	12,000	(6,166)
Conferences/Meetings	700	553	58	495	1,998	700	1,298
Staff Development	5,370	345	448	(103)	2,376	5,370	(2,994)
Volunteer Training	1,000	-	83	(83)	26	1,000	(974)
Membership Dues/Fees	1,000	90	83	7	781	1,000	(219)
Insurance	6,274	737	523	214	7,294	6,274	1,020
Advertising	19,000	1,040	1,583	(543)	9,519	19,000	(9,481)
Miscellaneous	10,658	700	888	(188)	15,662	10,658	5,004
In-Kind Rent	10,801	909	900	9	10,801	10,801	-
Depreciation	17,833	1,580	1,486	94	18,512	17,833	679
Bad Debt Expense	-	35,153	-	35,153	35,673	-	35,673
Total Operating Expenses	654,024	97,033	54,502	42,531	677,670	654,024	23,646
Other Expenses							
Agency Allocations	625,000	159,500	-	159,500	630,125	625,000	5,125
Designations - Partners	-	-	-	-	4,119	-	4,119
Designations - Non Partner	-	-	-	-	5,084	-	5,084
Designations - Other United Ways	-	-	-	-	3,220	-	3,220
United Way Worldwide Support	14,020	-	1,168	(1,168)	16,354	14,020	2,334
United Way Pacific NW	3,402	-	284	(284)	11,184	3,402	7,782
Restricted Grant Expense	29,630	-	2,469	(2,469)	-	29,630	(29,630)
Child Care Grant Expense	36,000	-	3,000	(3,000)	18,113	36,000	(17,887)
Dolly Parton Imag. Lib. Exp	50,000	4,745	4,167	578	50,496	50,000	496
Total Other Expenses	758,052	164,245	11,088	153,157	738,695	758,052	(19,357)
Total Expenses	1,412,076	261,278	65,590	195,688	1,416,365	1,412,076	4,289
CHANGE IN NET ASSETS	\$ (70,267)	\$ (226,509)	\$ 46,228	\$ (272,737)	\$ (57,965)	\$ (70,267)	\$ 12,302

United Way of Whatcom County
Statement of Functional Expense
For the Twelve Months Ended June 2024

	<u>Administrative</u>	<u>Fundraising</u>	<u>Planning & Allocation</u>	<u>TOTAL</u>
Operating Expenses				
Salaries	54,405	136,852	126,629	\$ 317,885
Benefits	10,454	26,296	24,331	61,081
Payroll Taxes	6,313	15,880	14,693	36,886
Professional Services	29,425	24,967	34,775	89,167
Office Supplies	1,017	863	1,202	3,081
Campaign Supplies	429	364	507	1,300
Telephone	1,159	983	1,370	3,512
Postage	598	507	706	1,811
Occupancy	5,864	4,976	6,931	17,771
Maintenance	9,692	8,224	11,454	29,370
Printing/Photo/Subscriptions	705	598	833	2,137
Travel/Auto/Meals	1,714	1,454	2,025	5,193
Campaign Functions	1,925	1,634	2,275	5,834
Conferences/Meetings	659	559	779	1,998
Staff Development	784	665	927	2,376
Volunteer Training	9	7	10	26
Membership Dues/Fees	258	219	305	781
Insurance	2,407	2,042	2,845	7,294
Advertising	3,141	2,665	3,712	9,519
Miscellaneous	5,168	4,385	6,108	15,662
In-Kind Rent	3,564	3,024	4,212	10,801
Depreciation	6,109	5,183	7,220	18,512
Bad Debt Expense	35,673	-	-	35,673
Total Operating Expenses	181,472	242,348	253,850	677,670
Other Expenses				
Agency Allocations	-	-	630,125	630,125
Designations - Partners	-	-	4,119	4,119
Designations - Non Partner	-	-	5,084	5,084
Designations - Other United Ways	-	-	3,220	3,220
United Way Worldwide Support	-	-	16,354	16,354
United Way Pacific NW	-	-	11,184	11,184
Child Care Grant Expense	-	-	18,113	18,113
Dolly Parton Imag. Lib. Exp	-	-	50,496	50,496
Total Other Expenses	-	-	738,695	738,695
Total Expenses	\$ 181,472	\$ 242,348	\$ 992,545	\$ 1,416,365

United Way of Whatcom County
Statement of Cash Flows
For the Twelve Months Ended June 30, 2024

	TOTAL
OPERATING ACTIVITIES	
Change in Net Assets	\$ (57,965)
Adjustments to reconcile changes in net assets to net cash provided by/(used in) operating activities:	
Depreciation	18,512
Increase (Decrease) in Cash Resulting from Changes in:	
Accounts Receivable	(16,182)
Prepaid Expenses & Other Assets	203
Accounts Payable	4,467
Other Liabilities	7,653
Accrued Vacation & Payroll	(9,952)
Designations Payable	22,461
Net Cash Provided by/(used in) Operating Activities	(30,803)
INVESTING ACTIVITIES	
Purchase of Certificates of Deposits	(481,145)
Unrealized (Gain)/Loss on Investments	(106,671)
Purchases of Property, Plant, and Equipment	(6,112)
Net Cash Provided by/(used in) Investing Activities	(593,928)
NET CASH INCREASE/(DECREASE)	(624,731)
CASH AT BEGINNING OF PERIOD	1,052,978
CASH AT END OF PERIOD	\$ 428,247

United Way of Whatcom County
Fund Account Balances
For the Twelve Months Ended June 30, 2024

	Unrestricted Campaign	Unrestricted Contingency	Unrestricted Community Impact	Unrestricted Capacity Building	Unrestricted Relief Fund	Unrestricted Early Learn Fund	Unrestricted Variable Comp.	Unrestricted Equipment	Total
FY2022/2023									
Beginning Balance	\$ 171,598	\$ 572,277	\$ 147,689	\$ 112,962	\$ 3,023	\$ 100,000	\$ 3,472	\$ 146,763	\$ 1,257,784
Ending Balance	\$ 171,598	\$ 572,277	\$ 147,689	\$ 112,962	\$ 3,023	\$ 100,000	\$ 3,472	\$ 146,763	\$ 1,257,784
Expenses FY 2023/2024									
Expenses Paid									
Incentive Pay	-	-	-	-	-	-	(3,472)	-	(3,472)
Transfer to Unrestricted General	(171,598)	-	-	-	-	-	-	-	(171,598)
Ending Balance Per GL	\$ -	\$ 572,277	\$ 147,689	\$ 112,962	\$ 3,023	\$ 100,000	\$ -	\$ 146,763	\$ 1,082,714
Board Approved Amounts Not Used									
Every Child Succeed Initiative	-	-	(3,359)	-	-	-	-	-	(3,359)
Ending Balance Board Approved Amounts Not Used	\$ -	\$ 572,277	\$ 144,330	\$ 112,962	\$ 3,023	\$ 100,000	\$ -	\$ 146,763	\$ 1,079,355



UNITED WAY MEMBER BENEFITS

With a bold vision of a world where every person in every community is thriving, there is no engine for social good more powerful than United Way. For more than 137 years United Way has been an anchor in communities, activating people and resources to create lasting change. However, as new societal challenges emerge and the philanthropic landscape continues to evolve, United Way needs to transform to remain impactful, relevant, and sustainable.



Click or scan to learn more.

The Role of United Way Worldwide

When Angela F. Williams joined United Way Worldwide (UWW) as President and CEO in October 2021, she reasserted that **service to the network is UWW's number one priority**. She began by listening to and collaborating with network leaders, right-sizing UWW support and services to reflect organizational needs, and launching strategic planning in partnership with the network.

UWW's role as the global United Way headquarters includes stewarding our global brand; fundraising at scale for the benefit of the network; advancing public policy in support of our work in communities; and providing the network with leadership training and supports.



Transforming Our Network, Together

The United Way Transformation is rooted in the idea that to remain **impactful, relevant, and sustainable**, we must unite as one global Network to reassert our position as the anchor of communities — activating a vibrant system of community members, partners, donors, volunteers, policymakers, and advocates.

Benefits to United Ways: Progress to Date and Future Possibilities

In partnership with the network, UWW has made notable progress and developed plans for future advancement in the areas outlined below. This progress has been seeded through a three-year, \$25M investment of UWW's MacKenzie Scott gift. Continued progress is dependent on network investment to sustain the momentum.

PROGRESS

- ✓ Co-created the **Thriving United Way Framework** with input from 600+ United Ways to help lift local United Way performance. Self-assessment tool launched with monthly open enrollment. More than 200 resources curated to support local United Way improvement journeys.
- ✓ **Global Brand Refresh strategy** developed based on perception data collected from 7,000 people across 16 countries. 400 United Ways onboarded as early brand adopters. New brand messaging guide released, and new brand visual identity guidelines, branded assets, campaign toolkits, and Digital Asset Management system slated for release to early adopters in October. New unitedway.org site to launch, serving as the global "front door" to our refreshed brand.
- ✓ **Raise funds** to support network capacity building and impact, including \$1.5M to support strategic work, including Next-Generation Leaders Initiative, DEI Leaders Roundtable, and the 211 Network. Launched six Revenue Diversification pilot cohorts to develop innovative, scalable revenue strategies for the network.
- ✓ Develop and nurture **partnerships with corporate and government entities** to raise visibility, mobilize resources, and scale impact. Rebuilt the Global Corporate Leadership program. Co-led the Power Forward Communities coalition to successfully apply for \$2B in federal funding to scale residential decarbonization and reduce greenhouse gas emissions.
- ✓ Established and championed **United Way's public policy agenda** and mobilized advocacy to advance United Way's mission, including bipartisan introduction of the HELP Act to generate \$300M annually for the 211 system, a new state policy staff role supporting state-level communities of practice, and convening the annual Advocacy Forum and first-ever 211 Hill Day.
- ✓ New **Learning and Leadership Development strategy** with \$1.75M invested in sponsorships for United Way conferences to make them more affordable for local United Ways; free LinkedIn Learning licenses for all network staff; new Next-Generation Leaders Initiative launched; and United Way Connect platform introduced for virtual engagement.

POSSIBILITY

- Increased staff support, learning tools, and cohort-based performance improvement opportunities to enhance the Thriving United Way experience and better support local United Way progress across the framework's six focus areas and 24 success factors.
- Paid advertising to amplify brand positioning campaign reach; a more robust suite of branded assets and toolkits developed to support year-round impact positioning and fundraising efforts; enhanced brand training opportunities; and additional research to track consumer perception, better understand audiences, and yield actionable insights to improve brand equity.
- Expand efforts to raise funds for and with the network, including cultivating and securing transformational gifts from national and global philanthropists to deepen impact in local United Way communities and scale our best work across the network.
- Launch cause marketing strategy in Q4 with network revenue sharing; rollout of the Leading Corporate Partners program in 2025 to strengthen workplace campaigns and deepen corporate relationships; implement the Power Forward Communities program; and continue exploring new corporate and government partnerships to strengthen the network.
- Expanded state and federal advocacy trainings; enhanced collaboration and new pathways to funding with federal agencies; development of a model policy resource microsite for the network; and co-creating policy priorities for the next Congress in partnership with the network.
- Continued sponsorships for network-organized conferences and hosting a 2025 global network conference; providing a more robust, accessible, affordable learning library; enhanced communities of practice; peer-driven training opportunities; centers of excellence; and a United Way staff credentialing program to support career development and talent retention.