

United Way of Whatcom County
Finance Committee
November 13, 2025 – 5:00 pm
Video Conference Call Meeting

Agenda

1. Welcome
2. Review Previous Meeting Minutes
3. Accept July 2025 and August 2025 Financial Reports into the record.
4. Review September 2025 Financial Report
5. Review Skyline Advisors 2025 Q3 Newsletter
6. Investment policy discussion
7. Other Business
 - Reconciliations
 - December 2025 Meeting

Attachments:

- Previous Meeting Minutes
- July 2025 Financial Report
- August 2025 Financial Report
- September 2025 Financial Report
- Skyline Advisors 2025 Q3 Newsletter
- DRAFT Investment Spending Policy

United Way of Whatcom County
Finance Committee Meeting
Video Conference Call
June 18, 2025 – 4:30 PM

DRAFT – Meeting Minutes

Committee Attendees: Doug Montgomery, Jason Sears (Chair)

Staff/Other Attendees: Kristi Birkeland (President/CEO), Thomas Liddell, Mark Wallace,
Mike Weinstein

Did Not Attend: None

1. Welcome

Doug Montgomery welcomed everyone and called the meeting to order at 4:45 PM.

2. Skyline Advisors Annual Investment Portfolio Presentation

Mark Wallace and Thomas Liddell from Skyline Advisors joined the meeting to present United Way of Whatcom County's annual investment report included in the meeting packet to the Committee.

Jason Sears joined the meeting at 4:53 PM.

Wallace and Liddell left the meeting at 5:09 PM.

3. Review Previous Meeting Minutes

Sears asked all present to review the minutes from the June 5, 2025 meeting. No corrections noted.

MSA: Sears/Montgomery: Approve June 5, 2025 minutes as presented. Motion Passed.

4. Accept February 2025, March 2025, and April 2025 Monthly Financial Reports into the record

February 2025 Financial Highlights

United Way of Whatcom County continues FY25 in a stable financial position with net assets of \$2.7M and a cash balance of \$336K. The organization's current ratio of 61.41 indicates there are adequate cash reserves to meet their short-term obligations.

Additionally, uncollectible pledges decreased by \$3.8K from the previous month. Agency allocations were paid out for the quarter in February totaling \$154K.

For the eight months ended February 28, 2025, UWWC ended with a change in net assets of \$172K. Revenue is over budget by \$271K. Expenses are over budget by \$61K.

March 2025 Financial Highlights

United Way of Whatcom County continues FY25 in a stable financial position with net assets of \$2.7M and a cash balance of \$350K. The organization's current ratio of 51.66 indicates there are adequate cash reserves to meet their short-term obligations.

For the nine months ended March 31, 2025, UWWC ended with a change in net assets of \$187K. Revenue is over budget by \$217K. Expenses are over budget by \$13K.

April 2025 Financial Highlights

United Way of Whatcom County continues FY25 in a stable financial position with net assets of \$2.7M and a cash balance of \$550K. The organization's current ratio of 57.58 indicates there are adequate cash reserves to meet their short-term obligations.

Additionally, April payroll taxes and benefits are down from prior month due to retirement payment true up.

For the ten months ended April 30, 2025, UWWC ended with a change in net assets of \$151K. Revenue is over budget by \$184K. Expenses are under budget by \$33K.

MSA: Sears/Montgomery: Accept February 2025, March 2025, and April 2025 Monthly Financial Reports into the record as presented. Motion Passed.

5. Review May 2025 Monthly Financial Report

Larson Gross is still finalizing the May 2025 Financial Report. It will be included in the next meeting packet.

6. Review FY26 Operational Budget Draft

Birkeland reviewed the final draft of the FY 2026 Operational Budget that will be presented during the June 2025 Annual Board meeting and recommended for approval. The Committee did not have additional questions.

No other business was presented for discussion.

The next meeting will be on July 17, 2025, at 5:00 PM.

The meeting adjourned at 5:35 PM.

MEMORANDUM

TO: Finance Committee
FROM: United Way of Whatcom County President/CEO
DATE: July 28, 2025
SUBJECT: SEP IRA Retirement Payments

As part of United Way of Whatcom County’s benefits package, the organization contributes 8% of each employee’s salary into an individual’s SEP IRA account. Each employee sets up their own account and United Way makes employer contributions. These payments are made monthly and require specific deposit paperwork. Four UWWC employees have accounts with Fidelity and one with Vanguard.

In April of 2024, we started using Bill.com to make the employer contribution payments instead of sending paper checks. This has been working well for the most part, with one exception: Payments to Vanguard. The initial couple of payments to Vanguard cleared but after that it was spotty at best. After many months and much back and forth with both Bill.com and Vanguard, it was determined that the issue was on the Vanguard side. They had changed the employee’s account number and were no longer accepting payments but did not adequately communicate that information.

The Vanguard account in question belongs to President/CEO Kristi Birkeland, who has since opened a new SEP IRA account with Fidelity, which allow all future SEP IRA payments to go through. Meanwhile, there are several failed payments to Vanguard that will need to be paid out. Below you will find a spreadsheet put together by Larson Gross that outlines all payments that did not go through.

Month	Gross Wages	Retirement Amount	
June 2024	7,269.24	872.31	
August 2024	10,903.86	581.54	
September 2024	7,269.24	581.54	
October 2024	7,269.24	581.54	
November 2024	20,958.39	876.67	
December 2024	8,440.40	675.23	
January 2025	12,660.60	1012.85	
February 2025	8,440.40	675.23	
March 2025	8,440.40	675.23	
April 2025	8,440.40	675.23	
		7,207.37	
*includes \$10K variable comp payout, which is not eligible			

To correct this situation, the balance of \$7,207.37 will be paid to the new Fidelity account via Bill.com the week of August 4th. This is not a new expense, but rather a payment to true up an approved operational budget expense item. Once the payment has been made, it will be noted as a point interest in the financials. Because the recipient of the payment is me, I wanted to make sure there is full transparency regarding the situation and the process to correct it. If you have any questions or need time for additional discussion, please let me know.



JULY 2025 Financial Report

UNITED WAY OF WHATCOM COUNTY

ABOUT THIS REPORT

This report provides monthly and year to date business insights for **United Way of Whatcom County**.

Objective is to show the variance in actual performance from what has been estimated and targeted for the time period **July 2025** .

The report contains forward-looking statements. They are based on management projections and on the information currently available to management. Forward-looking statements are not intended as guarantees of future performance and results, which remain dependent on many different factors; they are subject to a variety of risks and uncertainties, and are based on assumptions that may not prove accurate.

Charts are shown to scale to present a true and fair view.

Elements that form the basis of analysis:

- Statement of Activity
- Statement of Financial Position
- Statement of Cash Flows
- Estimated data from Budget

Keys for charts and tables:





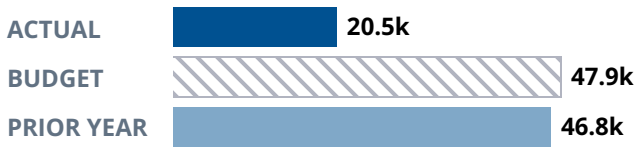
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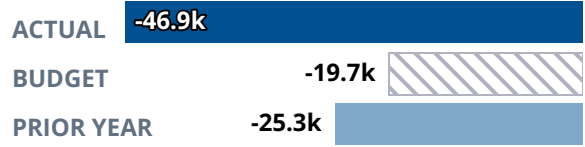
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Financial Highlights

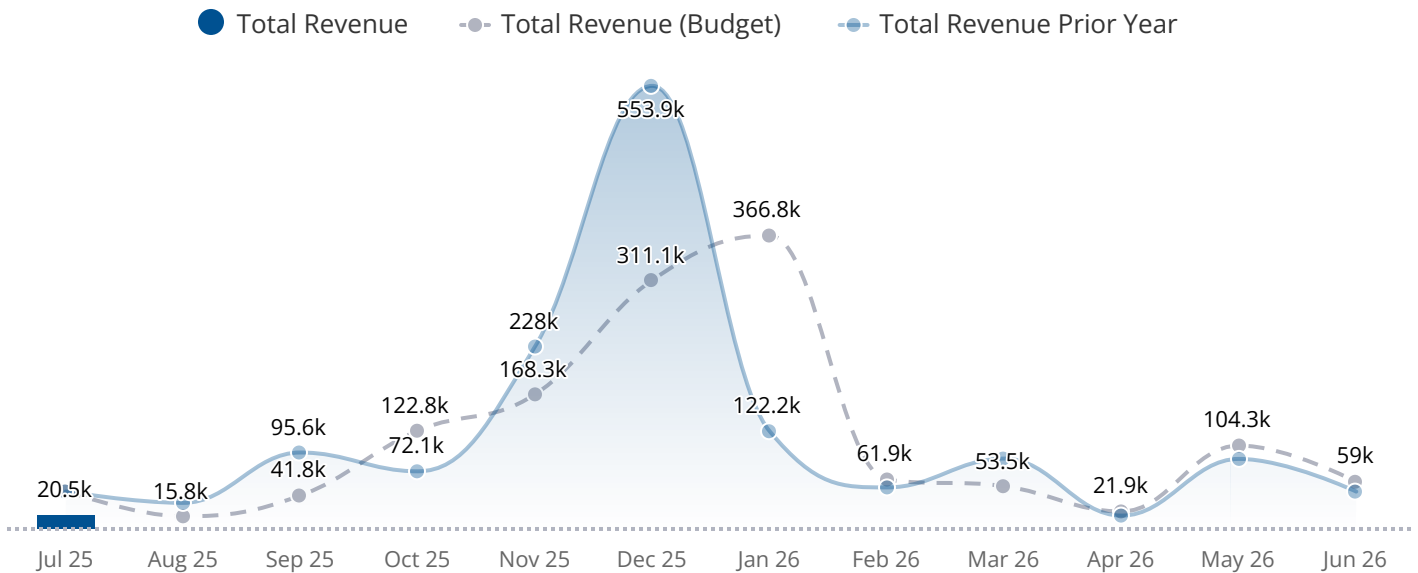
Total Revenue



Net Surplus



Total Revenue from Operations Trend | Annually



EXECUTIVE SUMMARY

Total cash increased by \$18,504 from the prior month, primarily driven by a \$69,111 decrease in accounts receivable, reflecting the timing of cash collections. The endowment continues to show strong growth compared to last year, supported by favorable market performance, while liabilities remain stable. On the income statement, workplace giving pledges remain below expectations, with no new pledges received against a \$21,852 budget, contributing to a \$27,398 revenue shortfall. Expenses are generally consistent with budget, with salaries slightly higher due to July including three payrolls instead of the usual two, and benefits and taxes over budget by \$5,220. Overall, this resulted in a net loss of \$46,889 for the period, compared to a projected loss of \$19,726, primarily due to the temporary shortfall in pledge revenue.

These financial statements have not been subjected to an audit, review or compilation engagement, and no assurance is provided on them. Substantially all disclosures required by accounting principles generally accepted in the United States of America are not included.

Financial Statements



Statements of Financial Position

As of July 31st, 2025



	Actuals	Prior Month	+/-	Prior Year	+/-
Assets					
Current Assets					
Cash & Cash Equivalents	866,532	848,028	18,504	989,538	(123,006)
Other Current Assets					
Accounts Receivable, Net	333,752	402,863	(69,111)	335,296	(1,544)
Schwab, Permanent Endowment	224,295	223,826	469	210,424	13,870
Schwab, Unrestricted Endow-Don	709,585	708,116	1,468	665,709	43,875
Schwab, Unrestricted Endowment	338,078	337,299	779	317,185	20,893
Prepaid Insurance	1,811	2,237	(426)	2,357	(546)
Prepaid Expense	6,694	3,573	3,122	5,096	1,598
Total Other Current Assets	1,614,214	1,677,915	(63,700)	1,536,067	78,147
Total Current Assets	2,480,746	2,525,943	(45,196)	2,525,605	(44,858)
Property and Equipment	6,582	6,841	(259)	14,740	(8,159)
Other Assets	55,596	56,573	(977)	5,302	50,294
Total Assets	2,542,924	2,589,356	(46,433)	2,545,647	(2,723)
Liabilities and Net Assets					
Liabilities					
Current Liabilities					
Accounts Payable					
Accounts Payable	19,448	10,018	9,431	20,841	(1,393)
Credit Card Payable					
Credit Card Payable	2,730	4,127	(1,398)	1,752	978
Other Current Liabilities	88,781	96,358	(7,577)	39,724	49,057
Total Current Liabilities	110,960	110,503	456	62,318	48,642
Total Liabilities	110,960	110,503	456	62,318	48,642
Net Assets					
Net Assets with Donor Restrictions	83,313	83,313	-	83,313	-
Total Net Assets without Donor Restrictions	2,395,540	2,425,333	(29,793)	2,425,333	(29,793)
(Decrease) Increase in Net Assets	(46,889)	(29,793)	(17,096)	(25,316)	(21,573)
Total Net Assets	2,431,964	2,478,853	(46,889)	2,483,329	(51,365)
Total Liabilities and Net Assets	2,542,924	2,589,356	(46,433)	2,545,647	(2,723)

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Statement of Activities

For the One Month Ended

July 31, 2025



	Actuals	Budget	+/-
Income			
Workplace Giving Pledges	-	21,852	(21,852)
Recurring Credit Card Gifts	2,781	794	1,987
One-Time Gifts	9,000	12,228	(3,228)
Event Sponsorships	-	330	(330)
In-Kind Rent Revenue	909	-	909
In-Kind Services Revenue	-	938	(938)
Unrealized Gain/Loss-current	1,999	-	1,999
Interest Income	4,989	661	4,328
Miscellaneous Income	-	833	(833)
Other UW	788	306	482
Dolly Parton Imag. Lib. Grants	-	10,000	(10,000)
Dolly Parton Imag. Lib. Gifts	37	-	37
Provision for Uncollectibles	-1,396	-1,438	42
Total Income	19,107	46,505	(27,398)
Expense			
Salary	27,809	27,973	(163)
Benefits and Taxes	16,095	10,874	5,220
Professional Fees	3,600	5,350	(1,750)
Office Supplies	42	410	(368)
Telephone	87	-	87
Postage	572	625	(53)
Rent & Lease	1,167	1,099	68
Occupancy	310	415	(105)
Repairs & Maintenance-Software/Computers	2,686	1,561	1,125
Printing/Photo/Subscriptions	-	30	(30)
Travel/Auto/Meals	-	205	(205)
Board/Staff/Volunteer/Meetings	361	-	361
Professional Development - Staff	-	1,071	(1,071)
Insurance	426	610	(184)
Advertising & Marketing	700	1,083	(383)
Miscellaneous	177	27	150
Fees	2,424	2,614	(190)
Depreciation	259	384	(125)
Designations - Non-Partner	(430)	-	(430)
United Way Worldwide Support	3,613	3,613	0
Community Building Initiatives	-	1,667	(1,667)
Dolly Parton Imagination Lib.	5,188	5,417	(228)
In-Kind Rent	909	938	(29)
Uncollectibles Expense	1,396	1,438	(42)
Total Expense	67,392	67,669	(278)
Net Profit (loss)	(46,889)	(19,726)	(27,163)

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Statements of Activities

For the One Month Ended

July 31, 2025



	Jul 25	Jul 25	Actuals - Budget	Jul 24	Current YTD - Prior Full Year
	Actuals	Budget	+/-	Actuals	+/-
Income					
Workplace Giving Pledges	-	21,852	(21,852)	-	-
Recurring Credit Card Gifts	2,781	794	1,987	2,016	765
One-Time Gifts	9,000	12,228	(3,228)	10,698	(1,697)
Event Sponsorships	-	330	(330)	-	-
Restricted grants	-	-	-	7,000	(7,000)
In-Kind Rent Revenue	909	-	909	909	-
In-Kind Services Revenue	-	938	(938)	-	-
Unrealized Gain/Loss-current	1,999	-	1,999	21,295	(19,296)
Interest Income	4,989	661	4,328	3,758	1,231
Miscellaneous Income	-	833	(833)	-	-
Other UW	788	306	482	1,155	(367)
Dolly Parton Imag. Lib. Grants	-	10,000	(10,000)	-	-
Dolly Parton Imag. Lib. Gifts	37	-	37	-	37
Provision for Uncollectibles	-1,396	-1,438	42	-490	-906
Total Income	19,107	46,505	-27,398	46,340	-27,234
Expense					
Salary	27,809	27,973	(163)	24,912	2,898
Benefits and Taxes	16,095	10,874	5,220	7,242	8,853
Professional Fees	3,600	5,350	(1,750)	5,425	(1,825)
Office Supplies & Software	42	410	(368)	104	(62)
Telephone	87	-	87	281	(194)
Postage	572	625	(53)	-	572
Rent & Lease	1,167	1,099	68	1,067	101
Occupancy	310	415	(105)	478	(168)
Repairs & Maintenance	2,686	1,561	1,125	2,459	227
Printing/Photo/Subscriptions	-	30	(30)	36	(36)
Travel/Auto/Meals	-	205	(205)	294	(294)
Campaign Functions	-	-	-	(14)	14
Board/Staff/Volunteer/Meetings	361	-	361	44	317
Professional Development - Staff	-	1,071	(1,071)	300	(300)
Membership Dues/Fees	-	-	-	2,919	(2,919)
Insurance	426	610	(184)	780	(354)
Advertising & Marketing	700	1,083	(383)	1,050	(350)
Miscellaneous	177	27	150	362	(185)
Fees	2,424	2,614	(190)	2,370	54
Depreciation	259	384	(125)	1,904	(1,644)
Designations- Partner	-	-	-	1,154	(1,154)
Designations - Non-Partner	(430)	-	(430)	6,097	(6,527)
Designations - Other United Ways	-	-	-	4,546	(4,546)
United Way Worldwide Support	3,613	3,613	0	-	3,613
United Way's Pacific NW	-	266	(266)	-	-
Community Building Initiatives	-	1,667	(1,667)	2,000	(2,000)
Dolly Parton Imagination Lib.	5,188	5,417	(228)	4,938	251
In-Kind Rent	909	938	(29)	909	-

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Statements of Activities

For the One Month Ended

July 31, 2025



	Jul 25	Jul 25	Actuals - Budget	Jul 24	Current YTD - Prior Full Year
	Actuals	Budget	+/-	Actuals	+/-
Uncollectibles Expense	1,396	1,438	(42)	490	906
Total Expense	67,392	67,669	(278)	72,147	(4,755)
Net Profit (loss)	(46,889)	(19,726)	(27,163)	(25,316)	(21,573)

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Statements of Cash Flows

For the One Month Ended

July 31, 2025



	Actuals	Prior Year	+/-
Operating Activities			
Net Income	(46,889)	(25,316)	(21,573)
Adjustments to Net Income			
Accounts Receivable	69,111	117,136	(48,025)
Prepaid Insurance	426	780	(354)
Prepaid Expense	(3,122)	856	(3,978)
Accumulated Depreciation	259	459	(200)
Accum.-Depr.-Leasehold	-	1,444	(1,444)
Right of Use Asset	6,755	-	6,755
Accounts Payable	9,431	14,174	(4,743)
Accrued Expenses	-	1,993	(1,993)
Credit Card Payable	(1,398)	(7,757)	6,359
Accrued Vacation	1,536	-	1,536
Accrued Payroll	(8,204)	(186)	(8,019)
Lease Liability	(908)	-	(908)
Total Adjustments to Net Income	68,109	128,900	(60,791)
Total Operating Activities	21,220	103,584	(82,364)
Investing Activities			
Schwab, Unrestricted Endow-Don	(1,468)	(13,075)	11,607
Schwab, Permanent Endowment	(469)	(4,130)	3,661
Schwab, Unrestricted Endowment	(779)	(6,234)	5,455
Total Investing Activities	(2,716)	(23,439)	20,723
Financing Activities			
Total Financing Activities	-	-	-
Net Cash Increase For Period	18,504	80,145	(61,641)
Cash at Beginning of Period	848,028	909,393	(61,365)
Cash at End of Period	866,532	989,538	(123,006)

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Board Q&A; Handout – July 2025 Financials

Cash & Liquidity

Q: Cash increased this month, is that a sustainable improvement or just timing?

A: The \$18,504 increase in cash is primarily due to a \$69,111 decrease in accounts receivable, reflecting the timing of cash collections rather than new or increased revenue. It's a positive short-term cash improvement, but not necessarily a trend unless receivables continue to stay low.

Accounts Receivable

Q: Why did accounts receivable drop so much this month?

A: Accounts receivable decreased because several outstanding balances were collected in July. This is timing-related and represents healthy collection activity rather than a decline in revenue.

Endowment Growth

Q: The endowment is up compared to last year, what's driving that?

A: The endowment has grown significantly year over year, with combined Schwab accounts up roughly \$78,600 from last year. This growth is due to positive investment performance in a strong market.

Revenue Shortfall

Q: Why are we so far behind on total income compared to budget?

A: The main driver of the \$27,398 revenue shortfall is the absence of workplace giving pledges, no new pledges have been received for the past three months, even though \$21,852 was budgeted for July. Other smaller variances include lower one-time gifts and no new grants.

Workplace Giving Campaign

Q: What's being done to address the lack of workplace giving pledges?

A: We are currently in a low pledge cycle, which is typical during mid-year periods before fall campaigns. Efforts are underway to re-engage employer partners and promote fall giving drives.

Salaries and Payroll Variance

Q: Why were salaries and benefits higher than expected this month?

A: The salary variance (+\$163) and benefits/taxes variance (+\$5,220) were due to July containing three payroll cycles instead of the usual two. This is a timing issue, not an ongoing increase in staffing or compensation costs. Payroll taxes naturally fluctuate throughout the year due to both timing and how federal tax rules work. Months with an extra payroll temporarily increase total salary and tax expenses, while later months typically return to normal levels. Federal payroll taxes such as Social Security and

Medicare are calculated as a percentage of wages, but Social Security taxes only apply up to a yearly income limit. Once higher-earning employees reach that limit, Social Security withholding stops for the remainder of the year, causing payroll taxes to decrease in later months. Medicare continues year-round without a cap, and federal income tax withholding may adjust slightly as employee earnings and tax situations change. Altogether, these factors cause payroll taxes to ebb and flow from month to month, even though total annual costs remain consistent.

Expense Management

Q: Overall expenses were close to budget, where are we saving or overspending?

A: Total expenses were \$278 under budget, showing strong cost control. Key savings occurred in professional fees and office supplies, while higher costs were mainly in benefits/taxes and technology maintenance.

Net Loss

Q: Our net loss was \$46,889 versus a budgeted \$19,726, should we be concerned?

A: The larger-than-expected loss is primarily tied to delayed pledge revenue rather than overspending. Since expenses remain stable and cash collections were strong, this variance is temporary.

Year-Over-Year Comparison

Q: How do this year's results compare to last year at this time?

A: Net assets are down \$51,000 compared to last July, mainly due to lower current-year pledge revenue and timing differences in contributions. However, the endowment is significantly stronger.

Long-Term Outlook

Q: Given these results, are we still on track for year-end goals?

A: While mid-year pledge revenue is lagging, expense control and investment performance remain strong. If workplace giving and fall fundraising rebound as expected, we remain positioned to finish the year close to budget.

Board Q&A; Handout – August 2025 Financials

Cash Position

Q: Why did total cash decrease in August?

A: Total cash decreased by \$164,786 compared to July, primarily due to the \$150,000 in agency allocations that were budgeted and distributed during the month. This was an expected outflow based on timing, not a reflection of operational shortfall.

Agency Allocations

Q: Were the agency allocations planned and within budget?

A: Yes. The \$150,000 in agency allocations were fully budgeted and disbursed as scheduled. These payments represent planned support to partner agencies and align with the organization's annual giving and funding cycle.

Income Variance

Q: Why is income below budget for August?

A: Income was below budget primarily because the Dolly Parton Imagination Library grant funding was not received as anticipated. The contracted fundraiser assigned to this effort became seriously ill and could not complete the engagement. Leadership is now reviewing options to relaunch or restructure the DPIL fundraising initiative.

Dolly Parton Imagination Library

Q: What is the status of the Dolly Parton Imagination Library fundraising efforts?

A: This fundraising effort is currently under review following the contractor's inability to fulfill the agreement due to illness. The organization did not incur costs related to this contract and is actively exploring alternative approaches to secure additional funding and sustain program participation. This effort was to be in response to the loss of WA State funding for the program. In the meantime, we began receiving 50% matching funds through the Office of the Superintendent of Public Instruction (OSPI) for this fiscal year, which is very helpful.

Endowment and Investments

Q: How did the endowment perform in August?

A: Endowment and investment accounts continued to show growth, adding over \$24,600 in value during August. This steady growth reflects positive market performance and strong portfolio management.

Expenses and Budget Control

Q: How were expenses managed during August?

A: Expenses came in \$20,251 under budget for the month, reflecting effective cost management and the normalization of salary costs following July's three-payroll cycle. Administrative spending remained below target, demonstrating continued operational discipline.

Net Loss and Overall Results

Q: What contributed to the net loss for July and August, and is it concerning?

A: The combined net loss of \$244,256 for July and August was fully anticipated and aligns with budgeted expectations, primarily driven by the timing of agency allocations and cash disbursements. The loss reflects planned spending rather than unanticipated financial strain.

Future Outlook

Q: What steps are being taken to improve income and maintain financial stability moving forward?

A: Leadership is exploring new fundraising opportunities and evaluating ways to strengthen recurring giving and grant support. Continued endowment growth, cost control, and proactive planning position the organization for a stable financial outlook through the remainder of the year.



AUGUST 2025 **Financial** Report

UNITED WAY OF WHATCOM COUNTY

ABOUT THIS REPORT

This report provides monthly and year to date business insights for **United Way of Whatcom County**.

Objective is to show the variance in actual performance from what has been estimated and targeted for the time period **July 2025 - August 2025** .

The report contains forward-looking statements. They are based on management projections and on the information currently available to management. Forward-looking statements are not intended as guarantees of future performance and results, which remain dependent on many different factors; they are subject to a variety of risks and uncertainties, and are based on assumptions that may not prove accurate.

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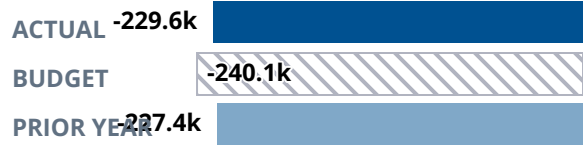
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Financial Highlights

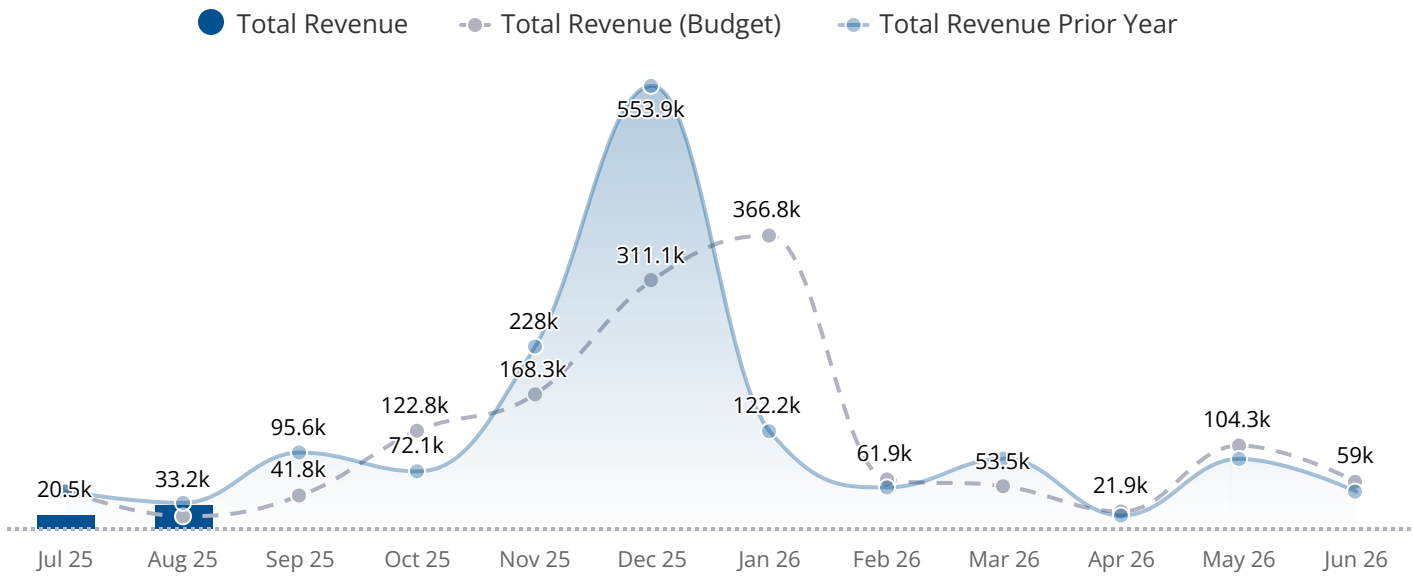
Total Revenue



Net Surplus



Total Revenue from Operations Trend | Annually



EXECUTIVE SUMMARY

Total cash decreased by \$164,786 in August compared to July, primarily due to the \$150,000 in agency allocations that were budgeted and distributed during the month. While income is lower than budgeted because the Dolly Parton Imagination Library Grant was not received, this variance is tied to the unexpected illness of a contracted fundraiser who was unable to complete the planned engagement. No fees were paid, and the organization incurred no additional costs related to the project. Leadership is actively exploring options to support future fundraising efforts and maintain program momentum. The overall net loss of \$244,256 for July and August aligns with expectations based on the timing of agency allocations and cash disbursements, reflecting careful planning and responsible execution of budgeted commitments.

These financial statements have not been subjected to an audit, review or compilation engagement, and no assurance is provided on them. Substantially all disclosures required by accounting principles generally accepted in the United States of America are not included.

Financial Statements



Statements of Financial Position

As of August 31st, 2025



	Actuals	Prior Month	+/-	Prior Year	+/-
Assets					
Current Assets					
Cash & Cash Equivalents	701,662	866,532	(164,870)	783,806	(82,144)
Other Current Assets					
Accounts Receivable, Net	295,196	333,752	(38,556)	303,907	(8,711)
Schwab, Permanent Endowment	228,642	224,295	4,347	214,112	14,530
Schwab, Unrestricted Endow-Don	723,348	709,585	13,763	677,386	45,962
Schwab, Unrestricted Endowment	344,630	338,078	6,552	322,750	21,881
Prepaid Insurance	1,385	1,811	(426)	3,549	(2,164)
Prepaid Expense	5,732	6,694	(962)	4,155	1,577
Total Other Current Assets	1,598,932	1,614,214	(15,282)	1,525,858	73,075
Total Current Assets	2,300,594	2,480,746	(180,152)	2,309,664	(9,070)
Property and Equipment	6,322	6,582	(259)	12,892	(6,570)
Other Assets	54,615	55,596	(980)	5,302	49,313
Total Assets	2,361,532	2,542,924	(181,392)	2,327,858	33,674
Liabilities and Net Assets					
Liabilities					
Current Liabilities					
Accounts Payable					
Accounts Payable	18,189	19,448	(1,259)	13,528	4,661
Credit Card Payable					
Credit Card Payable	6,035	2,730	3,305	4,776	1,259
Other Current Liabilities	88,056	88,781	(725)	28,325	59,732
Total Current Liabilities	112,281	110,960	1,321	46,629	65,652
Total Liabilities	112,281	110,960	1,321	46,629	65,652
Net Assets					
Net Assets with Donor Restrictions	83,313	83,313	-	83,313	-
Total Net Assets without Donor Restrictions	2,395,540	2,395,540	-	2,425,333	(29,793)
(Decrease) Increase in Net Assets	(229,602)	(46,889)	(182,713)	(227,416)	(2,185)
Total Net Assets	2,249,251	2,431,964	(182,713)	2,281,229	(31,978)
Total Liabilities and Net Assets	2,361,532	2,542,924	(181,392)	2,327,858	33,674

These financial statements have not been subjected to an audit, review or compilation engagement, and no assurance is provided on them. Substantially all disclosures required by accounting principles generally accepted in the United States of America are not included.

Statement of Activities

For the Two Months Ended

August 31, 2025



	Actuals	Budget	+/-
Income			
Workplace Giving Pledges	-	2,454	(2,454)
Recurring Credit Card Gifts	2,602	89	2,513
One-Time Gifts	3,977	1,373	2,604
Event Sponsorships	-	37	(37)
In-Kind Rent Revenue	909	-	909
In-Kind Services Revenue	-	938	(938)
Unrealized Gain/Loss-current	21,539	-	21,539
Interest Income	4,025	74	3,951
Miscellaneous Income	35	833	(798)
Other UW	-	34	(34)
Dolly Parton Imag. Lib. Grants	-	10,000	(10,000)
Dolly Parton Imag. Lib. Gifts	112	-	112
Provision for Uncollectibles	-	-475	475
Total Income	33,200	15,358	17,842
Expense			
Salary	25,702	39,807	(14,105)
Benefits and Taxes	9,138	9,137	1
Professional Fees	17,100	16,350	750
Office Supplies	411	511	(101)
Campaign Supplies	-	2,500	(2,500)
Telephone	87	-	87
Postage	431	625	(194)
Rent & Lease	1,167	1,099	68
Occupancy	250	415	(165)
Repairs & Maintenance-Software/Computers	2,218	2,287	(70)
Printing/Photo/Subscriptions	680	30	650
Travel/Auto/Meals	195	444	(248)
Campaign Functions	1,000	859	141
Board/Staff/Volunteer/Meetings	126	113	13
Insurance	426	918	(492)
Advertising & Marketing	357	1,083	(726)
Fees	727	1,104	(377)
Depreciation	259	384	(125)
Agency Allocations	150,000	150,000	-
Community Building Initiatives	-	1,667	(1,667)
Dolly Parton Imagination Lib.	4,729	5,417	(688)
In-Kind Rent	909	938	(29)
Uncollectibles Expense	-	475	(475)
Total Expense	215,912	236,163	(20,251)
Net Profit (loss)	(182,713)	(220,331)	37,618

These financial statements have not been subjected to an audit, review or compilation engagement, and no assurance is provided on them. Substantially all disclosures required by accounting principles generally accepted in the United States of America are not included.

Statements of Activities

For the Two Months Ended

August 31, 2025



	Jul 25 - Aug 25	Jul 25 - Aug 25	Actuals - Budget	Jul 24 - Aug 24	Current YTD - Prior Full Year
	Actuals	Budget	+/-	Actuals	+/-
Income					
Workplace Giving Pledges	-	24,306	(24,306)	-	-
Recurring Credit Card Gifts	5,383	883	4,500	4,137	1,247
One-Time Gifts	12,978	13,601	(624)	19,035	(6,057)
Event Sponsorships	-	367	(367)	-	-
Restricted grants	-	-	-	7,000	(7,000)
In-Kind Rent Revenue	1,818	-	1,818	1,818	-
In-Kind Services Revenue	-	1,876	(1,876)	-	-
Unrealized Gain/Loss-current	23,537	-	23,537	39,823	(16,286)
Interest Income	9,014	735	8,279	6,176	2,838
Miscellaneous Income	35	1,667	(1,632)	249	(214)
Other UW	788	341	447	1,155	(367)
Dolly Parton Imag. Lib. Grants	-	20,000	(20,000)	-	-
Dolly Parton Imag. Lib. Gifts	149	-	149	54	96
Provision for Uncollectibles	-1,396	-1,913	517	-490	-906
Total Income	52,306	61,863	-9,556	78,956	-26,650
Expense					
Salary	53,511	67,780	(14,269)	50,967	2,545
Benefits and Taxes	25,233	20,011	5,221	14,707	10,526
Professional Fees	20,700	21,700	(1,000)	23,581	(2,881)
Office Supplies & Software	452	921	(469)	714	(262)
Campaign Supplies	-	2,500	(2,500)	-	-
Telephone	175	-	175	562	(387)
Postage	1,002	1,250	(248)	-	1,002
Rent & Lease	2,335	2,198	137	2,134	201
Occupancy	560	830	(270)	1,308	(748)
Repairs & Maintenance	4,904	3,848	1,055	4,240	664
Printing/Photo/Subscriptions	680	60	620	76	604
Travel/Auto/Meals	195	648	(453)	2,772	(2,577)
Campaign Functions	1,000	859	141	(27)	1,027
Board/Staff/Volunteer/Meetings	487	113	373	100	387
Professional Development - Staff	-	1,071	(1,071)	300	(300)
Membership Dues/Fees	-	-	-	2,919	(2,919)
Insurance	853	1,528	(676)	2,502	(1,649)
Advertising & Marketing	1,057	2,167	(1,109)	1,400	(343)
Miscellaneous	177	27	150	363	(187)
Fees	3,151	3,718	(567)	3,116	35
Depreciation	519	768	(250)	3,751	(3,233)
Agency Allocations	150,000	150,000	-	159,000	(9,000)
Designations- Partner	-	-	-	1,154	(1,154)
Designations - Non-Partner	(430)	-	(430)	6,097	(6,527)
Designations – Other United Ways	-	-	-	4,546	(4,546)
United Way Worldwide Support	3,613	3,613	0	-	3,613
United Way's Pacific NW	-	266	(266)	-	-
Child Care Grant Expense	-	-	-	6,300	(6,300)

These financial statements have not been subjected to an audit, review or compilation engagement, and no assurance is provided on them. Substantially all disclosures required by accounting principles generally accepted in the United States of America are not included.

Statements of Activities

For the Two Months Ended

August 31, 2025



	Jul 25 - Aug 25	Jul 25 - Aug 25	Actuals - Budget	Jul 24 - Aug 24	Current YTD - Prior Full Year
	Actuals	Budget	+/-	Actuals	+/-
Community Building Initiatives	-	3,333	(3,333)	2,000	(2,000)
Dolly Parton Imagination Lib.	9,917	10,833	(916)	9,974	(56)
In-Kind Rent	1,818	1,876	(58)	1,818	-
Uncollectibles Expense	1,396	1,913	(517)	490	906
Total Expense	283,304	303,833	(20,529)	306,863	(23,558)
Net Profit (loss)	(229,602)	(240,057)	10,455	(227,416)	(2,185)

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Statements of Cash Flows

For the Two Months Ended

August 31, 2025



	Actuals	Prior Year	+/-
Operating Activities			
Net Income	(229,602)	(227,416)	(2,185)
Adjustments to Net Income			
Accounts Receivable	107,667	148,525	(40,858)
Prepaid Insurance	853	(411)	1,264
Prepaid Expense	(2,159)	1,797	(3,957)
Accumulated Depreciation	519	919	(400)
Accum.-Depr.-Leasehold	-	2,833	(2,833)
Right of Use Asset	6,755	-	6,755
Accounts Payable	8,172	6,861	1,311
Accrued Expenses	-	4,077	(4,077)
Credit Card Payable	1,907	(4,733)	6,641
Accrued Vacation	(393)	-	(393)
Accrued Payroll	(6,089)	(13,670)	7,580
Lease Liability	(1,820)	-	(1,820)
Total Adjustments to Net Income	110,614	146,197	(35,584)
Total Operating Activities	(118,988)	(81,219)	(37,769)
Investing Activities			
Schwab, Unrestricted Endow-Don	(15,231)	(24,751)	9,520
Schwab, Permanent Endowment	(4,816)	(7,817)	3,001
Schwab, Unrestricted Endowment	(7,331)	(11,799)	4,468
Total Investing Activities	(27,378)	(44,367)	16,989
Financing Activities			
Total Financing Activities	-	-	-
Net Cash Increase For Period	(146,366)	(125,587)	(20,780)
Cash at Beginning of Period	848,028	909,393	(61,365)
Cash at End of Period	701,662	783,806	(82,144)

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SEPTEMBER 2025 **Financial** Report

UNITED WAY OF WHATCOM COUNTY

ABOUT THIS REPORT

This report provides monthly and year to date business insights for **United Way of Whatcom County**.

Objective is to show the variance in actual performance from what has been estimated and targeted for the time period **July 2025 - September 2025**.

The report contains forward-looking statements. They are based on management projections and on the information currently available to management. Forward-looking statements are not intended as guarantees of future performance and results, which remain dependent on many different factors; they are subject to a variety of risks and uncertainties, and are based on assumptions that may not prove accurate.

Charts are shown to scale to present a true and fair view.

Elements that form the basis of analysis:

- Statement of Activity
- Statement of Financial Position
- Statement of Cash Flows
- Estimated data from Budget

Keys for charts and tables:





-  Actual data - solid
-  Budget data - striped
-  Positive effect on result
-  Negative effect on result

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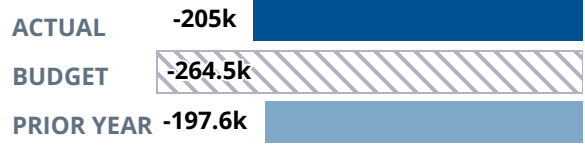
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Financial Highlights

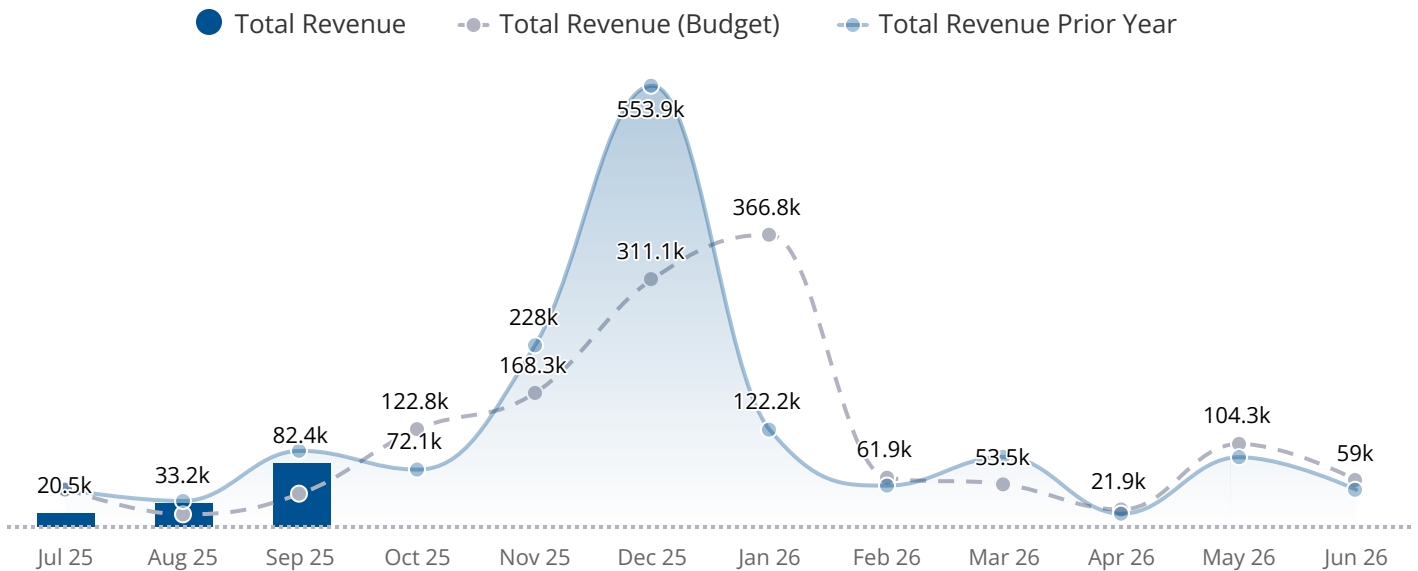
Total Revenue



Net Surplus



Total Revenue from Operations Trend | Annually



EXECUTIVE SUMMARY

Total cash decreased by \$104,463 in Quarter 1, due to both operations and investing activities. Income for the month was higher than budgeted, due to larger one-time gift receipts and unrealized gains, although Campaign Sponsorships and Dolly Parton Imagination Library Grants were less than expected. Expenses were lower than budgeted, indicating effective cost management for the month. The overall net loss of \$205,040 for Quarter 1 is less than the budgeted net loss of \$264,455. Income is not only higher than budgeted for the period, but expenses are lower than budgeted, as well.

These financial statements have not been subjected to an audit, review or compilation engagement, and no assurance is provided on them. Substantially all disclosures required by accounting principles generally accepted in the United States of America are not included.

Financial Statements



Statements of Financial Position

As of September 30th, 2025



	Actuals	Prior Month	+/-	Prior Year	+/-
Assets					
Current Assets					
Cash & Cash Equivalents	743,565	701,662	41,903	795,956	(52,391)
Other Current Assets					
Accounts Receivable, Net	246,951	295,196	(48,245)	311,979	(65,028)
Schwab, Permanent Endowment	232,361	228,642	3,719	217,270	15,091
Schwab, Unrestricted Endow-Don	735,112	723,348	11,765	687,381	47,732
Schwab, Unrestricted Endowment	350,238	344,630	5,607	327,512	22,726
Prepaid Insurance	1,108	1,385	(277)	3,089	(1,981)
Prepaid Expense	4,895	5,732	(837)	10,482	(5,588)
Total Other Current Assets	1,570,664	1,598,932	(28,269)	1,557,712	12,952
Total Current Assets	2,314,229	2,300,594	13,635	2,353,668	(39,439)
Property and Equipment	6,063	6,322	(259)	11,848	(5,785)
Other Assets	53,632	54,615	(983)	5,302	48,330
Total Assets	2,373,924	2,361,532	12,392	2,370,817	3,106
Liabilities and Net Assets					
Liabilities					
Current Liabilities					
Accounts Payable	6,078	18,189	(12,111)	23,712	(17,634)
Credit Card Payable	4,797	6,035	(1,237)	11,834	(7,037)
Other Current Liabilities	89,235	88,056	1,178	24,247	64,987
Total Current Liabilities	100,110	112,281	(12,170)	59,793	40,317
Total Liabilities	100,110	112,281	(12,170)	59,793	40,317
Net Assets					
Net Assets with Donor Restrictions	83,313	83,313	-	83,313	-
Total Net Assets without Donor Restrictions	2,395,540	2,395,540	-	2,425,333	(29,793)
(Decrease) Increase in Net Assets	(205,040)	(229,602)	24,562	(197,621)	(7,418)
Total Net Assets	2,273,813	2,249,251	24,562	2,311,024	(37,211)
Total Liabilities and Net Assets	2,373,924	2,361,532	12,392	2,370,817	3,106

These financial statements have not been subjected to an audit, review or compilation engagement, and no assurance is provided on them. Substantially all disclosures required by accounting principles generally accepted in the United States of America are not included.

Statement of Activities

For the Month Ended September 30, 2025



	Actuals	Budget	+/-
Income			
Workplace Giving Pledges	-	931	(931)
Recurring Credit Card Gifts	2,567	34	2,534
One-Time Gifts	44,727	521	44,206
Campaign Sponsorships	10,000	28,500	(18,500)
Event Sponsorships	-	14	(14)
In-Kind Rent Revenue	909	-	909
In-Kind Services Revenue	-	938	(938)
Unrealized Gain/Loss-current	16,171	-	16,171
Interest Income	7,539	28	7,511
Miscellaneous Income	50	833	(783)
Other UW	-	13	(13)
Dolly Parton Imag. Lib. Grants	-	10,000	(10,000)
Dolly Parton Imag. Lib. Gifts	407	-	407
Provision for Uncollectibles	-565	-1,254	689
Total Income	81,805	40,558	41,247
Expense			
Salary	29,178	28,116	1,062
Benefits and Taxes	8,480	8,392	88
Professional Fees	5,292	8,350	(3,058)
Office Supplies	187	223	(35)
Telephone	112	-	112
Postage	(1,002)	625	(1,627)
DPIL Book Return	1,340	-	1,340
Rent & Lease	1,167	1,099	68
Occupancy	275	473	(198)
Repairs & Maintenance-Software/Computers	2,133	1,896	237
Printing/Photo/Subscriptions	48	1,060	(1,012)
Travel/Auto/Meals	217	441	(224)
Board/Staff/Volunteer/Meetings	26	26	0
Professional Development - Staff	119	-	119
Membership Dues/Fees	-	57	(57)
Insurance	1,399	482	917
Advertising & Marketing	812	1,083	(271)
Fees	1,096	1,104	(8)
Depreciation	259	384	(125)
Designations- Partner	-	1,500	(1,500)
Designations - Non-Partner	-	1,625	(1,625)
Community Building Initiatives	-	1,667	(1,667)
Dolly Parton Imagination Lib.	5,195	5,417	(222)
In-Kind Rent	909	938	(29)
Total Expense	57,243	64,956	(7,713)
Net Profit (loss)	24,562	(24,398)	48,960

These financial statements have not been subjected to an audit, review or compilation engagement, and no assurance is provided on them. Substantially all disclosures required by accounting principles generally accepted in the United States of America are not included.

Statements of Activities

Three Months Ended September 30, 2025



	Jul 25 - Sep 25	Jul 25 - Sep 25	Actuals - Budget	Jul 24 - Sep 24	Current YTD - Prior Full Year
	Actuals	Budget	+/-	Actuals	+/-
Income					
Workplace Giving Pledges	-	25,237	(25,237)	-	-
Recurring Credit Card Gifts	7,951	917	7,034	6,259	1,692
One-Time Gifts	57,704	14,122	43,582	48,049	9,655
Campaign Sponsorships	10,000	28,500	(18,500)	37,500	(27,500)
Event Sponsorships	-	381	(381)	2,000	(2,000)
Restricted grants	-	-	-	7,000	(7,000)
In-Kind Rent Revenue	2,727	-	2,727	2,727	-
In-Kind Services Revenue	-	2,814	(2,814)	-	-
Unrealized Gain/Loss-current	39,709	-	39,709	53,868	(14,159)
Interest Income	16,553	763	15,790	15,613	940
Miscellaneous Income	85	2,500	(2,415)	426	(342)
Other UW	788	354	434	1,516	(728)
Dolly Parton Imag. Lib. Grants	-	30,000	(30,000)	-	-
Dolly Parton Imag. Lib. Gifts	557	-	557	80	476
Provision for Uncollectibles	-1,961	-3,168	1,206	-1,560	-401
Total Income	134,112	102,421	31,691	173,478	-39,366
Expense					
Salary	82,689	95,896	(13,206)	76,420	6,270
Benefits and Taxes	33,712	28,403	5,309	21,474	12,238
Professional Fees	25,992	30,050	(4,058)	30,975	(4,983)
Office Supplies & Software	639	1,143	(504)	714	(75)
Campaign Supplies	-	2,500	(2,500)	-	-
Telephone	286	-	286	842	(556)
Postage	-	1,875	(1,875)	260	(260)
DPIL Book Return	1,340	-	1,340	-	1,340
Rent & Lease	3,502	3,297	205	3,201	302
Occupancy	835	1,303	(468)	1,761	(926)
Repairs & Maintenance	7,037	5,744	1,293	6,053	984
Printing/Photo/Subscriptions	728	1,120	(392)	156	572
Travel/Auto/Meals	413	1,089	(677)	3,137	(2,725)
Campaign Functions	1,000	859	141	(27)	1,027
Board/Staff/Volunteer/Meetings	513	139	374	143	370
Professional Development - Staff	119	1,071	(952)	987	(868)
Membership Dues/Fees	-	57	(57)	2,919	(2,919)
Insurance	2,252	2,010	241	2,962	(710)
Advertising & Marketing	1,870	3,250	(1,380)	2,089	(219)
Miscellaneous	177	27	150	379	(203)
Fees	4,247	4,822	(575)	3,782	465
Depreciation	778	1,152	(374)	5,504	(4,726)
Agency Allocations	150,000	150,000	-	159,000	(9,000)
Designations- Partner	-	1,500	(1,500)	5,816	(5,816)

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Statements of Activities

Three Months Ended September 30, 2025



	Jul 25 - Sep 25	Jul 25 - Sep 25	Actuals - Budget	Jul 24 - Sep 24	Current YTD - Prior Full Year
	Actuals	Budget	+/-	Actuals	+/-
Designations - Non-Partner	(430)	1,625	(2,055)	8,128	(8,558)
Designations – Other United Ways	-	-	-	8,195	(8,195)
United Way Worldwide Support	3,613	3,613	0	-	3,613
United Way's Pacific NW	-	266	(266)	272	(272)
Child Care Grant Expense	-	-	-	6,300	(6,300)
Community Building Initiatives	-	5,000	(5,000)	2,000	(2,000)
Dolly Parton Imagination Lib.	15,112	16,250	(1,138)	14,931	181
In-Kind Rent	2,727	2,814	(87)	2,727	-
Total Expense	339,151	366,876	(27,725)	371,099	(31,948)
Net Profit (loss)	(205,040)	(264,455)	59,416	(197,621)	(7,418)

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Statements of Cash Flows

Three Months Ended September 30, 2025



	Actuals	Prior Year	+/-
Operating Activities			
Net Income	(205,040)	(197,621)	(7,418)
Adjustments to Net Income			
Accounts Receivable	155,912	140,453	15,459
Prepaid Insurance	1,130	49	1,081
Prepaid Expense	(1,322)	(4,530)	3,208
Right of Use Asset Acc. Amortization	2,941	-	
Accumulated Depreciation	778	1,283	(505)
Accum.-Depr.-Leasehold	-	4,221	(4,221)
Accounts Payable	(3,939)	17,045	(20,984)
Credit Card Payable	670	2,325	(1,655)
Accrued Vacation	(1,428)	-	(1,428)
Accrued Payroll	(2,962)	(13,670)	10,708
Lease Liability	(2,735)	-	(2,735)
Total Adjustments to Net Income	149,046	147,176	1,870
Total Operating Activities	(55,994)	(50,446)	(5,548)
Investing Activities			
Schwab, Unrestricted Endow-Don	(26,996)	(34,746)	7,750
Schwab, Permanent Endowment	(8,535)	(10,975)	2,441
Schwab, Unrestricted Endowment	(12,939)	(16,561)	3,623
Equipment & Furniture	-	(708)	708
Total Investing Activities	(48,469)	(62,991)	14,522
Financing Activities			
Total Financing Activities	-	-	-
Net Cash Increase For Period	(104,463)	(113,437)	8,974
Cash at Beginning of Period	848,028	909,393	(61,365)
Cash at End of Period	743,565	795,956	(52,391)

These financial statements have not been subjected to an audit, review or compilation engagement, and no assurance is provided on them. Substantially all disclosures required by accounting principles generally accepted in the United States of America are not included.

Board Q&A Handout – September 2025 Financials

Cash Position

Q: How did cash change in September and for the first quarter?

A: Total cash increased by \$41,903 in September, reflecting positive investment returns and steady operational management. For Quarter 1, cash decreased by \$104,463 due to normal operating and investing activities, including the August agency allocations. These changes align with expected seasonal patterns, and overall liquidity remains strong.

Agency Allocations

Q: Were agency allocations within budget and schedule?

A: Yes. The \$150,000 in agency allocations were distributed in August as budgeted and scheduled. No allocations occurred in September, allowing for a modest cash increase. This timing reflects adherence to the organization's planned annual funding cycle.

Income Variance

Q: How did income perform compared to budget for September and the quarter?

A: Income for September totaled \$81,805, exceeding budget by \$41,247. Quarter 1 income reached \$134,112, which was \$31,691 above budget. The strong performance was driven by larger one-time gifts, favorable investment gains, and higher interest income. These gains offset lower campaign sponsorships and delayed grant receipts.

Grant Funding

Q: What is the current status of grant funding?

A: No new grant receipts were recorded in September, and some budgeted grants remain pending for Quarter 1. Leadership is actively pursuing new opportunities and deepening funder relationships. Program activities supported by grants continue without disruption, funded through prior reserves and current unrestricted contributions.

Endowment and Investments

Q: How did the endowment and investments perform during September and Quarter 1?

A: Investment balances increased by approximately \$21,000 in September and nearly \$40,000 year-to-date. This steady growth reflects favorable market conditions and prudent portfolio management, strengthening long-term financial stability.

Expenses and Budget Control

Q: How were expenses managed in September and Quarter 1?

A: Total expenses were \$57,243 in September, coming in \$7,713 under budget. Quarter 1 expenses totaled \$339,151, which was \$27,725 below budget. Cost savings were realized across professional services, marketing, and administrative areas, reflecting strong fiscal discipline and effective resource allocation.

Net Loss and Overall Results

Q: What do the net results indicate, and are they a concern?

A: The organization recorded a net gain of \$24,562 in September, contributing to a Quarter 1 net loss of \$205,040. This is \$59,415 better than the budgeted loss of \$264,455. The positive variance is driven by higher income and controlled expenses, indicating sound financial management and no cause for concern.

Future Outlook

Q: What is the financial outlook moving forward?

A: Leadership remains focused on expanding recurring giving, pursuing new grant opportunities, and maintaining strong expense control. With solid investment growth, stable reserves, and consistent operational oversight, the organization is well-positioned for continued financial stability throughout the fiscal year.

“We became aware of each other at the same time we grew apart economically.”

—Morgan Housel

Index Performance Monitor

Asset Category	Index	YTD	1 Year	3 Year	5 Year	10 Year
US Stocks	S&P 500	14.8%	17.6%	24.9%	16.5%	15.3%
International Stocks	MSCI EAFE	25.1%	15.0%	21.7%	11.2%	8.2%
US Bonds	Bloomberg US Agg Bond	6.1%	2.9%	4.9%	-0.5%	1.8%

Source is Morningstar as of 9/30/2025. These indices are unmanaged and gross of all fees and include reinvested dividends. Your individual performance is not represented by these indices. Performance greater than 1 year is annualized.

In a world where headlines never sleep, constant media access keeps us connected—but can also cloud our sense of perspective.

We live in an age of abundant information and scarce calm. Financial author Morgan Housel says:

“Local news gave way to national news, which gave way to global news, which can make the world feel perpetually broken because there is always a tragedy somewhere and now you are guaranteed to hear about it”.

It’s no surprise that the human mind reacts more urgently to bad news. It’s sudden, loud, and demanding while good news is often quieter and slower to unfold.

2025: Resilience Amid Turbulence

This year has seen more than its share of tension: ongoing wars, the U.S. bombing of Iran, and the “Liberation Day” announcement of major tariffs. And yet the markets continue to climb to new highs, suggesting investors may

be adapting to a world where bad news is constant but short-lived in its impact.

The brief market drop in April has become a distant memory as optimism builds around the potential of Artificial Intelligence to revolutionize productivity. Trillions are being invested in AI infrastructure, a modern engine of growth that may define the next economic era.

Still, beneath this surge lies an imbalance: according to Federal Reserve’s Q2 data, 67% of wealth now resides with the top 10% of households.* It is easy to compare ourselves to idealized lifestyles on social media and feel behind, even when we’re progressing steadily toward our own goals.

Beyond Wealth: The Pursuit of a Richer Life

At Skyline Advisors, we recognize that investors chase wealth, but our clients pursue fulfillment. Financial growth is meaningful only when it supports the experiences and relationships that make life truly rich.

In retirement especially, every market fluctuation can feel amplified. That’s why our role is to help you stay grounded in a disciplined, diversified

plan that sustains your financial well-being and your peace of mind.

We leverage wealth to help build a richer life. It’s not just about returns on accounts—it’s about returns on life.

Wisdom for What’s Next

We can’t predict every shock or surge, but we can prepare thoughtfully. In a world of complexity and constant change, we remain guided by diligence, diversification, and care.

2025 has delivered strong returns—a reminder that patience and perspective often pays off. But as your dedicated advisors for life, we believe the most important outcomes aren’t measured in percentages—they’re reflected in freedom, fulfillment, and the life you’ve built.

Estate Planning is for Everyone!

Ensure your estate documents reflect your current wishes:

- Review your Will regularly
- Have a Financial Power of Attorney, if it’s older than 2017, it needs updating in WA.
- Have a Healthcare Power of Attorney if age 18 or older

Please contact us to discuss current events and how they might affect you. Visit: www.SkylineAdvisors.com or call us at (360) 671-1621.

*Federal Reserve Distribution of Household Wealth in the U.S. as of 9/19/25. www.federalreserve.gov



Financial Report

For the Period: 1/1/2025 to 9/30/2025

405 32nd. St., Ste 201

Bellingham, WA 98225

Your Advisor:

Mark Wallace CFP AIF CRPC

markw@skylineadvisors.com (360) 671-1621

United Way of Whatcom County

Primary Phone: (360) 733-8670

Primary Email: kristi@unitedwaywhatcom.org

Of Note:

Did you know that you can access all the accounts on this Report on the Skyline Advisors Portal? You may find it easier to understand than your account statements and you can see your entire Household in one place. There is a mobile app and a desktop version. Please let us know if you want access to the Portal.

Household Value

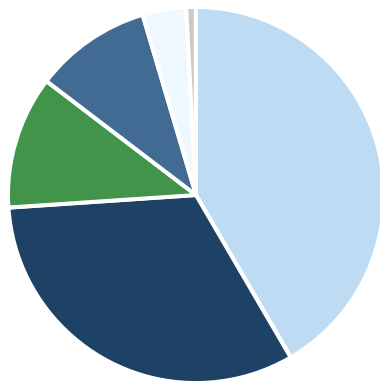
Value as of 9/30/2025: \$1,317,710.61

End of Last Quarter	\$1,273,693.91
1 Year Ago	\$1,232,162.45
3 Years Ago	\$960,465.65
5 Years Ago	\$1,012,283.68
10 Years Ago	\$231,567.60

Performance Summary

Time Period	Rate of Return
YTD	8.83 %
Rolling 1-Year	7.15 %
Rolling 3-Year	11.23 %
Rolling 5-Year	5.48 %
Rolling 10-Year	5.91 %
Inception	3.22 %

Asset Allocation

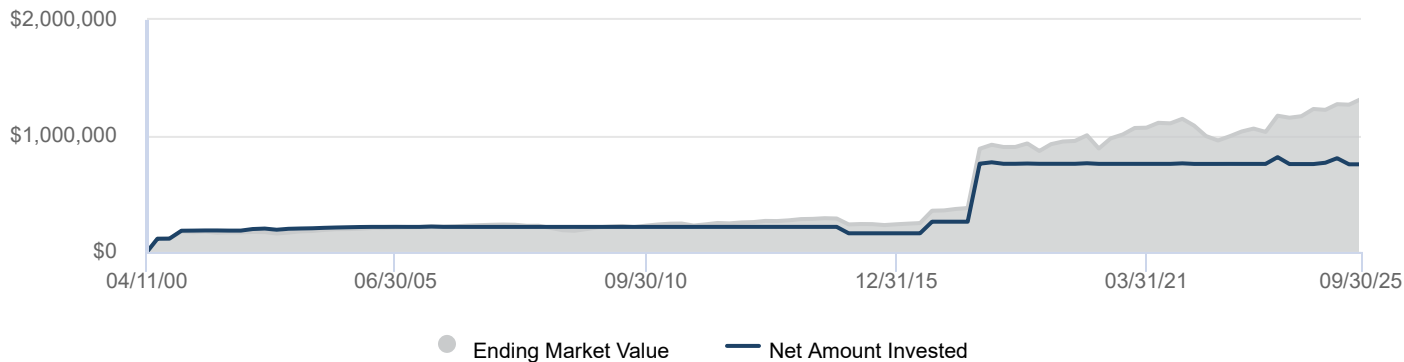


Asset Category	Allocation
U.S. Bonds	41.6 %
U.S. Stocks	32.3 %
Short Term Reserves	11.4 %
International Stocks	10.1 %
International Bonds	3.7 %
Cash & Equivalents	0.8 %

Activity Summary

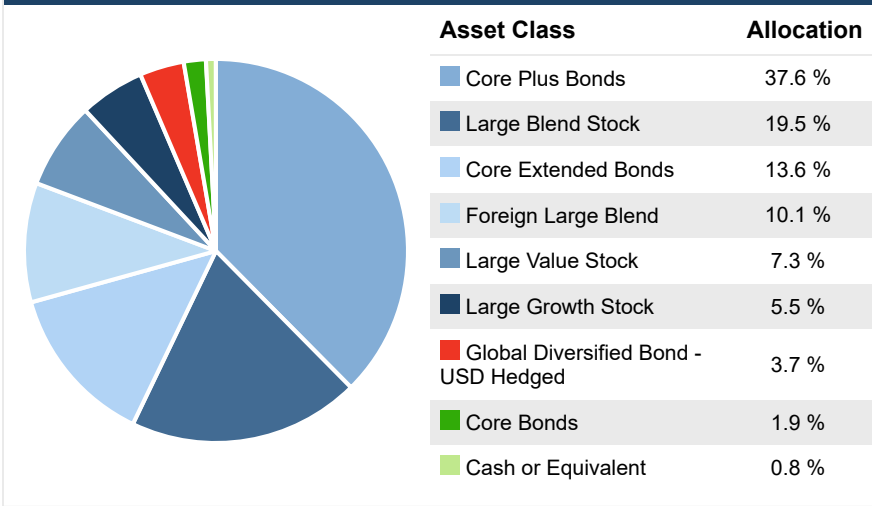
	1/1/2025 to 9/30/2025	Since Inception 4/11/2000
Beginning Market Value	\$1,224,575.57	\$85.00
Contributions	\$0.00	\$829,304.83
Distributions	-\$88,392.88	-\$746,090.98
Dividend and Interest	\$29,392.02	\$312,287.55
Transfer In/Out	\$74,672.54	\$671,801.63
Market Value Increase/Decrease	\$77,458.29	\$169,616.58
Ending Market Value	\$1,317,710.61	\$1,317,710.61

Household Value Comparison to your Net Amount Invested (net of contributions and withdrawals/fees)



Asset Allocation Detail

Current Top Holdings



Top 10 Holdings	Allocation
iShares Core Total USD Bond Market	20.4 %
Capital Group U.S. Multi-Sector Inc ETF	13.6 %
Vanguard Total Stock Market	11.6 %
JPMorgan Ultra-Short Income ETF	11.4 %
iShares Core MSCI Total International Stock ETF	10.1 %
iShares MSCI USA Quality Factor ETF	8.0 %
Schwab US Dividend Equity	7.3 %
Schwab US TIPS	5.8 %
Schwab US Large Cap Growth	5.5 %
Vanguard Total International Bond Index ETF	3.7 %

Your Accounts

Account Name	Account Type	Account Number	Account Label	1-Year Return	3-Year Return	5-Year Return	Estimated Annual Income	Account Value
United Way Of Whatcom County	Corporation	xxxx1936	Charles Schwab	6.9 %	11.2 %	5.4 %	\$24,915.59	\$735,112.36
United Way Of Whatcom County	Endowment	xxxx5487	Charles Schwab	7.7 %	11.4 %	5.7 %	\$11,847.57	\$350,237.64
United Way Of Whatcom County	Foundation	xxxx5489	Charles Schwab	6.9 %	11.1 %	5.4 %	\$7,861.76	\$232,360.61
Total:				7.2 %	11.2 %	5.5 %	\$44,624.92	\$1,317,710.61

Advisory Fee Detail for the period 10/1/2025 - 12/31/2025

Account Name	Account Number	Billing Fee Type	Pay Method	Billed Market Value	Advisory Fee
United Way Of Whatcom County-Foundation	XXXX5489	Tiered	Direct	\$232,360.61	<u>\$315.06</u>

Account Name	Account Number	Billing Fee Type	Pay Method	Billed Market Value	Advisory Fee
United Way Of Whatcom County-Endowment	XXXX5487	Tiered	Direct	\$350,237.64	<u>\$474.89</u>
United Way Of Whatcom County-Corporation	XXXX1936	Tiered	Direct	\$735,112.36	<u>\$996.75</u>
Cash Flows + Account Value Billable Amount:				\$1,317,710.61	
Billing Fee Schedule(s)					
\$0.00 to \$200,000.00 at 0.75 %			Total Advisory Fee		<u>\$1,786.70</u>
\$200,000.00 to \$999,999,999.00 at 0.50 %					

Advisory Fee Disclosure

Skyline Advisors uses a third party software provider to calculate your advisory fee detail. We spot check these for accuracy. You should also verify the accuracy of your advisory fee and notify us of any errors or questions. The account custodian does not verify the accuracy of your fee, but with your permission, does grant us the power to debit your account(s) this advisory fee. Advisory fees are billed in advance and are deducted quarterly. Adjustments may be included for interim cash flows from the prior quarter as of the date shown. Cash Flows + Account Value Billable Amount is the value of the "billable assets" and could be less than the total account value if certain assets and/or accounts are excluded from billing. If there are interim cash flows, they will be included in the total Billed Market Value which could increase or decrease the amount billed. The Pay Method shows whether the account directly paid the advisory fee or if it was indirectly billed to a different account. If Indirect and it shows Zero fee, note that this means the fee was billed to and included in another account. The Billing Fee Schedule shows the fee schedule(s) that apply to your accounts. Total Balance Due may be zero if your advisory fee has already been paid.

Footnotes and Disclosures

Please contact Skyline Advisors if there are any changes in your financial situation or investment objectives or if you wish to impose, add or to modify any reasonable restrictions to our investment management services. A copy of our current ADV disclosure statement is available for your review upon request and can also be found on our website: www.skylineadvisors.com

Accounts shown on your Financial Report reflect data gathered from account custodian(s) and is deemed to accurate and from reliable sources. You should compare your Financial Report to your third-party custodial statements for accuracy and please contact us if there are any discrepancies, but please note that Charles Schwab custodial statements are created approximately 5 business days after the end of each month and may contain dividends or other transactions that did not accrue to this report, but will show on the following quarter's report. This also affects the balance that we bill on. Those pending transactions will be captured in the following billing cycle. This is a financial report and not a statement. Your statement comes from the custodian of the account on a regular basis. Your report may show certain private Limited Partnerships or Real Estate Investment Trusts accounts which are subject to FINRA rules that require prices to be shown as "N/A" if not valued within 18 months. Note, these securities are generally illiquid and the value of these securities will be different than its purchase price, and if applicable, an accurate valuation may not be available. This report may contain "held away" accounts through our Pontera system, such as your employer retirement plan. Those balances and transactions may be inaccurate if the Pontera connection has not been maintained. Not all assets shown on your report may be subject to Skyline Advisor's advisory fee and are shown for reporting purposes only. Performance and assets are net of management fees. This is SEC mandated. Performance greater than one year is annualized and reported as a Time Weighted Return (TWR). Estimated Annual Income is subject to change as your investments change. This is calculated based historical income yields on the investments you own as of this report date. It does not include capital gain distributions. Certain annuities may not show estimated annual income.

Skyline Advisors has selected Charles Schwab & Co., Inc. as primary custodian for our client accounts. Schwab Advisor Services serves independent investment advisory firms like ours and includes the custody, trading and support services of Charles Schwab & Co., Inc. Skyline Advisors is not affiliated with these account custodians.

Past Performance is no guarantee of future performance.

United Way of Whatcom County Spending Policy

Purpose

The purpose of this policy is to ensure that all expenditures of United Way of Whatcom County contingency reserve investment funds {you might label these accounts to correspond to your other policies} are made responsibly, align with our mission, and comply with approved budgets and applicable laws.

Scope

This policy applies to expenditures from investment accounts designated for operating and program expenses, restricted endowments, and for long-term contingency reserves.

General Principles

1. All spending must directly support United Way of Whatcom County's mission and be used for approved programs or operational functions, follow restrictions on endowments, and/or for unforeseen community emergencies.
2. Expenditures for operating and program expenses must be reasonable, necessary, and within the approved budget.
3. Expenditures from restricted endowment funds must be for approved purposes.
4. Expenditures from long-term contingency reserves must be discussed and approved by the full board of directors and consider the potential depletion of emergency funds effect on United Way of Whatcom County's mission in the future.
5. Donations to the operating and program investment account are liquidated and the proceeds are used for approved operating and program expenses.
6. Funds shall not be used for personal benefit or non-mission-related purposes.
7. All purchases must comply with United Way of Whatcom County's conflict of interest and ethical conduct standards.

Authorization and Approval

1. The Chief Executive Officer approves all expenditures.
2. Any expenditure outside the approved budget requires prior approval from the Board Chair or Treasurer.
3. Documentation (e.g., invoices, receipts) must be retained for all expenditures.

Payment Procedures

1. Payments shall be made by check or ACH or other approved methods only after proper authorization and supporting documentation are provided.
2. Dual verification is required on distributions above an amount set by the Board, except when from donations made directly to investment accounts.

Monitoring and Reporting

1. The Chief Executive Officer shall review spending monthly to ensure alignment with the budget.
2. The Treasurer shall report spending to the Board at each regular meeting.
3. Any irregularities or misuse of funds must be reported immediately to the Board Chair.

Policy Review

This policy shall be reviewed by the Board every five years or as needed to ensure continued compliance and effectiveness.