United Way of Trumbull County, Inc.

AUDIT OF FINANCIAL STATEMENTS

Years ended December 31, 2014 and 2013

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INDEPENDENT AUDITORS' REPORT

BOARD OF DIRECTORS UNITED WAY OF TRUMBULL COUNTY, INC. WARREN, OHIO

We have audited the accompanying financial statements of the United Way of Trumbull County, Inc. (a nonprofit organization) which comprise the statements of financial position as of December 31, 2014 and 2013, and the related statements of activities and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the United Way of Trumbull County, Inc. as of December 31, 2014 and 2013, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Other Matter

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The schedules of functional expenses and allocations to service providers are presented for purposes of additional analysis and are not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

O'Connor, Hoso & Love, LLC

Warren, Ohio June 2, 2015

United Way of Trumbull County, Inc. STATEMENTS OF FINANCIAL POSITION

ASSETS	Decem	December 31,		
		2014		2013
CURRENT ASSETS				
Cash and cash equivalentsunrestricted	\$	117,489	\$	93,857
Cash and cash equivalentsgroup benefit plans		14,337		10,696
Total cash and cash equivalents		131,826		104,553
Campaign pledges receivable:				
2012 Fall Campaignnet of allowance of doubtful pledges of				
\$75,000 in 2013		:: -		110,906
2013 Fall Campaignnet of allowance for doubtful pledges of				
\$85,000 in 2014 and \$50,000 in 2013		89,865		450,570
2014 Fall Campaignnet of allowance for doubtful pledges of				
\$87,000 in 2014		350,414		-
TOTAL CURRENT ASSETS		572,105		666,029
DROBERTY AND FOURING				
PROPERTY AND EQUIPMENT		25 200		25.000
Land		35,000		35,000
Land improvements		5,033		5,033
Building		286,000		286,000
Building improvements		38,284		38,284
Furniture and equipment		160,614		160,614
Total property and equipment		524,931		524,931
Less accumulated depreciation		(415,138)		(404,942)
TOTAL PROPERTY AND EQUIPMENT		109,793		119,989
OTHER ASSETS				
Workers' compensation deposit		389		389
Investmentsat fair value		254,239		237,989
TOTAL OTHER ASSETS		254,628		238,378
TOTAL ASSETS	\$	936,526	\$	1,024,396

LIABILITIES AND NET ASSETS	Decem	ber 3	1,
	2014		2013
CURRENT LIABILITIES			
Accounts payableUnemployment PlanNote G	\$ 14,337	\$	9,847
Designated pledges payable	132,069		106,302
TOTAL CURRENT LIABILITIES	146,406		116,149
NET ASSETS			
Unrestricted	328,869		333,893
Temporarily restricted	461,251		574,354
TOTAL NET ASSETS	790,120		908,247

TOTAL LIABILITIES AND NET ASSETS	\$ 936,526	\$ 1,024,396

United Way of Trumbull County, Inc. STATEMENTS OF ACTIVITIES

	Years Decem	7 50
	2014	2013
UNRESTRICTED NET ASSETS		
Public Support		
Received directly	\$ 136,032	\$ 271,295
Revenue		
Net realized and unrealized gain on investments	5,312	54,874
Investment income	8,324	6,177
Net assets released from restrictions		
Satisfaction of time restrictions	574,354	324,019
Less: Amounts designated by donors for specific organizations	(34,564)	(31,141)
Total net assets released from restrictions	539,790	292,878
TOTAL UNRESTRICTED SUPPORT AND REVENUE	689,458	625,224
EVENUES		
EXPENSES Allocations to service providers	381,980	420,950
Program services	.,,	0,000
Allocations and agency relations	56,867	62,173
Planning and evaluation	38,627	43,674
Community services	68,840	70,474
Supporting services	00,010	,
Fund raising	90,149	88,414
Management and general	58,019	61,170
TOTAL EXPENSES	CO 4 400	746 055
TOTAL EXPENSES	694,482	746,855
(DECREASE) IN UNRESTRICTED NET ASSETS	(5,024)	(121,631)
TEMPORARILY RESTRICTED NET ASSETS		
Total net assets to be released from time restrictions	461,251	574,354
Net assets released from time restrictions	35.0	
Net assets released from time restrictions	(574,354)	(324,019)
INCREASE (DECREASE) IN TEMPORARILY RESTRICTED NET ASSETS	(113,103)	250,335
INCREASE (DECREASE) IN TOTAL NET ASSETS	(118,127)	128,704
TOTAL NET ASSETS AT BEGINNING OF YEAR	908,247	779,543
TOTAL NET ASSETS AT END OF YEAR	\$ 790,120	\$ 908,247

United Way of Trumbull County, Inc. STATEMENTS OF FUNCTIONAL EXPENSES

	Pro	Program Services	s	,	Supporting Services	g Services			
	Community	Planning and	Community	l.	Fund	Management and		TOTAL	Ļ.
	Investment	Evaluation	Service	Total	Raising	General	Total	2014	2013
Colorino	\$ 29.723	\$ 18.751	\$ 32,586 \$	81.060	\$ 27.177	\$ 28,620 \$	55,797	\$ 136,857	\$ 165,754
and hospitalization premiums	6,083		10,646			5,323		30,417	26,517
Pension plan	3,336	2,057	2,757	8,150	2,563	2,971	5,534	13,684	15,858
Payroll taxes	2,258	1,397	2,726	6,381	2,079	2,167	4,246	10,627	8,983
Total salaries and related expense	41,400	25,627	48,715	115,742	36,762	39,081	75,843	191,585	217,112
Professional fees	2,375	2,375	950	5,700	1,900	1,900	3,800	9,500	9,500
Office expense	1,055	758	2,068	3,881	2,597	096	3,557	7,438	8,448
Dues and subscriptions	206	197	124	527	227	164	391	918	575
Allocations and affiliates	2,065	2,582		4,647	3,614	2,065	5,679	10,326	12,593
Campaign supplies and awards	1	•	145	145	11,902		11,902	12,047	9,701
Telephone	1,150	621	2,298	4,069	1,844	945	2,789	6,858	8,013
Insurance	980	812	1,053	2,845	1,124	812	1,936	4,781	4,710
Utilities	1,056	594	2,244	3,894	1,782	924	2,706	6,600	6,380
Repairs and maintenance	3,881	2,512	5,751	12,144	5,577	3,675	9,252	21,396	15,565
Auto expense	864	929	674	2,214	906	904	1,810	4,024	5,015
Conferences, conventions and meetings	518	639	305	1,462	462	380	842	2,304	1,443
Consultants	ŗ	ı	·	í	18,883	1,410	20,293	20,293	16,700
Miscellaneous (income) expense	365	451	3,838	4,654	(1,603)	1,185	(418)	4,236	(47)
Total expenses before depreciation	55,915	37,844	68,165	161,924	85,977	54,405	140,382	302,306	315,708
Depreciation expense	952	783	675	2,410	4,172	3,614	7,786	10,196	10,197
TOTAL EXPENSES	\$ 56,867	\$ 38,627	\$ 68,840 \$	\$ 164,334	\$ 90,149	\$ 58,019 \$	148,168	\$ 312,502	\$ 325,905

United Way of Trumbull County, Inc. STATEMENTS OF CASH FLOWS

Years	end	ed
Decem	ber	31.

		December	J1,
	_	2014	2013
CASH FLOWS FROM OPERATING ACTIVITIES:			
Change in net assets	\$	(118,127) \$	128,704
Adjustments to reconcile change in net assets to net cash flows			
from operating activities:			
Depreciation		10,196	10,197
(Gain) on sale of fixed assets		-	(10,945)
Realized/Unrealized (gains) on investments		(5,312)	(54,874)
Donation of marketable securities		(10,938)	(11,231)
(Increase) decrease in assets:			
Campaign pledges receivablenet		121,197	(111,898)
Increase in liabilities:			
Designated pledges payable		25,767	30,909
Group benefits payable		4,490	3,795
NET CASH FLOWS FROM OPERATING ACTIVITIES		27,273	(15,343)
CASH FLOWS FROM INVESTING ACTIVITIES:			
Proceeds from sale of investments - net		-	31,827
Proceeds from sale of fixed assets		-	10,945
NET CASH FLOWS FROM INVESTING ACTIVITIES		-	42,772
NET CHANGE IN CASH AND CASH EQUIVALENTS		27,273	27,429
CASH AND CASH EQUIVALENTS AT BEGINNING OF YEAR		104,553	77,124
CASH AND CASH EQUIVALENTS AT END OF YEAR	\$	131,826 \$	104,553

United Way of Trumbull County, Inc.

NOTES TO FINANCIAL STATEMENTS

December 31, 2014 and 2013

NOTE A--NATURE OF OPERATIONS

The United Way of Trumbull County, Inc. is a charitable entity that provides planning, fund raising and allocation activities which serve the people of Trumbull County through affiliated human service providers. The Organization was originally incorporated March 23, 1923 under the name of Trumbull County Community Chest, Inc.

The financial records of the Organization are maintained on the accrual basis and generally follow the procedures and chart of accounts recommended by United Way Worldwide.

NOTE B--SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Cash and Cash Equivalents

Cash equivalents consist of temporary bank deposits and money market instruments with a maturity of three months or less as of the purchase date.

Campaign Pledges Receivable

Pledges received are recorded as unrestricted, temporarily restricted, or permanently restricted support, depending on the existence and/or nature of any donor restrictions. Allowances are provided for uncollectible pledges and other subsequent adjustments to campaign results based on experience and adjusted for current conditions.

Annual Campaign Support and Related Expenses

Annual campaigns are conducted to raise support for allocation to participating human service providers in the subsequent year. All support is considered available for unrestricted use unless specifically restricted by the donor. Pledges are recorded as received, and allowances are provided for amounts estimated as uncollectible. Fluctuations in campaign receivables between years may occur due to the timing of pledge commitments.

Contributed Services

No amounts have been reflected in the financial statements for donated services. The Organization generally pays for services requiring specific expertise. However, many individuals volunteer their time and perform a variety of tasks that assist the Organization, but these services do not meet the criteria for recognition as contributed services. Nevertheless, a substantial number of volunteers have donated

significant amounts of their time in the organization's program and supporting services.

Investments

Investments in marketable securities with readily determinable fair values and all investments in debt securities are reported at their fair values in the statement of financial position. Unrealized gains and losses are included in the change in net assets. Investment income and gains restricted by a donor are reported as increases in unrestricted net assets if the restrictions are met (either by passage of time or by use) in the reporting period in which the income and gains are recognized. Short-term investments consist of certificates of deposits (CD's) and treasury bills with an original maturity of three months to a year, as of the purchase date.

Property and Equipment

The Organization capitalizes property and equipment over \$1,000. Lesser amounts are expensed. Purchased property and equipment are capitalized at cost. Donations of property and equipment are recorded as contributions at their estimated fair value. Such donations are reported as unrestricted contributions unless the donor has restricted the donated asset to a specific purpose. Assets donated with explicit restrictions regarding their use and contributions of cash that must be used to acquire property and equipment are reported as restricted contributions. Absent donor stipulations regarding how long those donated assets must be maintained, the Organization reports expirations of donor restrictions when the donated or acquired assets are placed in service. The Organization reclassifies temporarily restricted net assets to unrestricted net assets at that time. Property and equipment are depreciated over their estimated useful lives using primarily the straightline method.

Income Taxes

The Organization is a not-for-profit organization which is exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code and classified by the Internal Revenue Service as other than a private foundation.

Designated Pledges

Financial donor contributions designated to a specific service provider without granting variance power to the United Way of Trumbull County are not included in campaign revenue, but are recorded as a liability to the designated beneficiary.

NOTES TO FINANCIAL STATEMENTS

December 31, 2014 and 2013

NOTE B--SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Net Assets

The Organization is required to report information regarding their financial position and activities according to three classes of net assets: Unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets. Temporarily restricted net assets are those whose use has been limited by donor-imposed time restrictions or purpose restrictions. Permanently restricted net assets are net assets required by donor restriction or by law to be maintained by the Organization in perpetuity. Unrestricted net assets are all other net assets.

Functional Allocation of Expenses

The costs of providing various programs and other activities have been summarized on a functional basis in the statement of activities. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

Use of Estimates

The process of preparing financial statements in conformity with generally accepted accounting principles requires management to use estimates and assumptions that affect the reported amount of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Comparative Information

The financial statements include certain prior-year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with U.S. generally accepted accounting principles. Accordingly, such information should be read in conjunction with the Organization's financial statements for the year ended (prior year end), from which the summarized information was derived.

Fair Value of Financial Instruments

The Organization adopted the required provisions of FASB ASC 820-10, "Fair Value Measurements" (see fair value measurements footnote), which resulted in no impact to the Organization's financial statements. FASB ASC 820-10 establishes a framework for measuring fair value, clarifies the definition of fair value

and expands disclosures about fair value measurements.

The carrying amounts of the Organization's cash and cash equivalents, accounts receivable and accounts payable approximated fair value at December 31, 2014 and 2013 because of the short maturities of these instruments.

NOTE C--INVESTMENTS

Investments are stated at fair value based on quoted market prices and consist of the following:

		Decemi	oer 3	1,
		2014		2013
	Fa	air Value	F	air Value
Money market	\$	1,942	\$	1,942
Common stocks		235,726		220,976
Mutual funds		16,571		15,071
Total investments	\$	254,239	\$	237,989

NOTE D--NET ASSETS

The Organization's net assets consist of the following:

		Decemi	oer 3	1,
	120	2014		2013
Unrestricted				
Designated by the governing				
board				
Capital improvement	\$	41,474	\$	45,777
Property and equipment		109,793		119,989
Undesignated – available for				
general activities		177,602		168,127
TOTAL UNRESTRICTED NET				
ASSETS		328,869		333,893
Temporarily restricted				
Annual campaign support				
designated for subsequent				
periods		461,251		574,354
TOTAL NET ASSETS	\$	790,120	\$	908,247
TOTAL NET ASSETS	Ψ	730,120	Ψ	900,247

NOTES TO FINANCIAL STATEMENTS

December 31, 2014 and 2013

NOTE E--FAIR VALUE MEASUREMENTS

The Organization has determined the fair value of certain assets and liabilities through the application of FASB ASC 820-10, *Fair Value Measurements*. FASB ASC 820-10 establishes a framework for measuring fair value, clarifies the definition of fair value and expands disclosures about fair value measurements. FASB ASC 820-10 defines fair value as the price that would be received to sell an asset or paid to transfer a liability. Fair value is a market-based measurement that should be determined using assumptions that market participants would use in pricing an asset or liability.

FASB ASC 820-10 establishes a valuation hierarchy for disclosure of fair value measurements. The categorization within the valuation hierarchy is based on the lowest level of input that is significant to the fair value measurement. The categories within the valuation hierarchy are described below:

- Level 1 These are financial instruments where values are based on unadjusted quoted prices for identical assets in an active market that the Organization has the ability to access.
- Level 2 These are financial instruments where values are based on quoted prices in markets that are not active or model inputs that are observable either directly or indirectly for substantially the full term of the financial instruments.
- Level 3 These are financial instruments where values are based on prices or valuation techniques that require inputs that are both unobservable and significant to the overall fair value measurement. These inputs reflect assumptions of management about assumptions market participants would use in pricing the financial instruments.

The methods used to measure fair value described above may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, while the Organization believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date.

A summary of financial assets and liabilities measured at fair value on a recurring basis during the years ended December 31, 2014 and 2013 are as follows:

			20.00	oted es in	-	ificant ther	Sig	nificant
			Ac	tive	Obse	ervable	Uno	bservable
		Fair	Markets Inputs		puts	Inputs		
		Value	(Lev	rel 1)	(Level 2)		(1	Level 3)
Money	20.20	va weekkeen			Total on	- Nr. POLITARGIE	1.00	
market	\$	1,942	\$	-	\$	1,942	\$	-
Common								
stock		235,726	23	5,726		-		- 77
Mutual								
funds		16,571	10	6,571		-		
TOTAL	\$	254,239	\$ 25	2,297	\$	1,942	\$	-

	Asset	ts at Fair V	'alue	e as of Dec	embe	r 31, 201	13	
			(Quoted	Sigr	nificant		
			P	rices in	C	ther		ignificant
				Active	Obs	ervable	Und	bservable
		Fair	N	∕larkets	In	puts		Inputs
	33	Value	(1	(Level 1)		(Level 2)		(Level 3)
v <u> </u>								
Money					100411	12A2 - G-231A7198999		
Market	\$	1,942	\$	-	\$	1,942	\$	-
Common								
Stock		220,976		220,976		-		
Mutual								
funds		15,071		15,071		-		-
TOTAL	\$	237,989	\$	236,047	\$	1,942	\$	-

NOTE F--PENSION PLAN

The United Way of Trumbull County, Inc. participates in the Mutual of America Life Insurance Company Pension Plan. The plan is a noncontributory defined contribution pension plan and covers all eligible employees.

The contribution to the plan is based on a percentage of the compensation of the participants. The plan provides a money purchase retirement benefit. Pension expense was \$13,684 and \$15,858 for the years ended December 31, 2014 and 2013, respectively.

NOTES TO FINANCIAL STATEMENTS

December 31, 2014 and 2013

NOTE G--GROUP BENEFITS PAYABLE

Unemployment Compensation

The United Way of Trumbull County, Inc. acted as an agent for itself and many of its service providers for the purpose of reimbursing the Ohio Department of Job and Family Services for unemployment compensation paid to former United Way or service provider employees who qualified for such benefits.

The unemployment claims reimbursed to the state are recouped from participating agencies. Payments were made to the fund until such a time as the account totals \$25,000 or the prior year's expense level, whichever is greater.

During 2014 and 2013, the United Way of Trumbull County, Inc. received \$6,430 and \$74,022, respectively, from service providers and investment income, and disbursed \$2,335 and \$72,868, respectively, for unemployment benefits.

NOTE H--LEASES

The Organization leases certain office equipment through operating leases expiring in various years through 2019. Total rent expense under all operating leases amounted to \$1,343 and \$864, for the years ended December 31, 2014 and 2013, respectively.

Future minimum payments under all non-cancelable operating leases with initial or remaining terms of one year or more as of December 31, 2014 are as follows:

Year ending December 31,	Amount		
2015	\$	3,248	
2016		2,950	
2017		2,925	
2018		2,925	
2019		1,950	
Thereafter		-	
TOTAL MINIMUM LEASE PAYMENTS	\$	13,998	

NOTE I--CONCENTRATION OF RISK

The Organization maintains its cash within various financial institutions which, at times, may exceed federally insured limits. The Organization has not

experienced any losses from such accounts, and management believes the Organization is not exposed to significant credit risk related to bank deposit accounts.

Major Contributors

For the years ended December 31, 2014 and 2013, the United Way of Trumbull County, Inc. had pledge receivable balances of \$110,000 and \$120,000 from the employees of one business, respectively. The employees of this business had total pledge amounts of \$110,000 and \$120,260 for the years ended December 31, 2014 and 2013, respectively.

NOTE J--RELATED PARTY TRANSACTIONS

In the ordinary course of business, the Organization occasionally enters into transactions with members of its Board of Trustees. These transactions primarily relate to depository relationships with financial institutions and purchases of vehicles and equipment.

NOTE K--SUBSEQUENT EVENTS

The Organization evaluates events occurring subsequent to the date of the financial statements in determining the accounting for and disclosure of transactions and events that affect the financial statements. Subsequent events have been evaluated through June 2, 2015, which is the date the financial statements were available to be issued.

United Way of Trumbull County, Inc.

SCHEDULES OF ALLOCATIONS TO SERVICE PROVIDERS

Years ended December 31,

	 December 31,		
	2014		2013
SCHEDULES OF ALLOCATIONS TO SERVICE PROVIDERS	_		
American Red Cross of the Mahoning Valley	\$ 56,900	\$	65,200
Big Brothers/Big Sisters of Mahoning Valley, Inc.	9,595		10,675
Boy Scouts of America, Greater Western Reserve Council	21,150		25,250
Catholic Charities Regional Agency	26,810		29,235
Children's Rehabilitation Center	73,700		77,850
Community Legal Aid Services, Inc.	3,135		3,450
Compass Family & Community Services	6,650		9,485
Girl Scouts of North East Ohio - East Region	6,390		7,555
Goodwill Industries, Inc.	4,250		4,250
Greater Warren-Youngstown Urban League, Inc.	24,425		27,060
HandsOn Volunteer Network of the Valley	4,775		7,700
Help Hotline Crisis Center	14,400		16,500
Inspiring Minds	2,500		
Niles Community Services, Inc.	9,250		9,000
Potential Development Program	10,250		10,760
Salvation Army - Warren Corps	18,260		18,900
Family & Community Services - SCOPE	10,070		14,570
Family & Community Services - Solace Center	1,500		-
Second Harvest Food Bank of Mahoning Valley	6,250		3,000
Someplace Safe, Inc.	6,750		7,750
Trumbull Mobile Meals, Inc.	12,650		16,200
United Methodist Community Center	4,750		7,000
Veteran's Haven	3,510		1,950
Trumbull Family Fitness	27,930		31,350
YWCA of Warren	12,150		11,960
Youngstown Hearing and Speech Center	3,980		4,300
TOTAL	\$ 381,980	\$	420,950