



*Financial Statements*

**UNITED WAY OF  
GREATER LAFAYETTE AND  
TIPPECANOE COUNTY, INDIANA, INC.**

**DECEMBER 31, 2020 AND 2019**

**UNITED WAY OF GREATER LAFAYETTE AND  
TIPPECANOE COUNTY, INDIANA, INC.**

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## INDEPENDENT AUDITOR'S REPORT

To the Board of Directors  
United Way of Greater Lafayette and Tippecanoe County, Indiana, Inc.  
Lafayette, Indiana

We have audited the accompanying financial statements of United Way of Greater Lafayette and Tippecanoe County, Indiana, Inc., which comprise the statements of financial position as of December 31, 2020 and 2019, and the related statements of activities, functional expenses, 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 audit 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.

**INDEPENDENT AUDITOR'S REPORT--CONTINUED**

**Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of United Way of Greater Lafayette and Tippecanoe County, Indiana, Inc. as of December 31, 2020 and 2019, 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.

*Huth Thompson LLP*

**June 21, 2021**  
**Lafayette, Indiana**

**UNITED WAY OF GREATER LAFAYETTE AND  
TIPPECANOE COUNTY, INDIANA, INC.**

**STATEMENTS OF FINANCIAL POSITION  
As of December 31,**

|  | <b>2020</b>          | <b>2019</b>          |
|--|----------------------|----------------------|
| <b>ASSETS</b>  |                      |                      |
| <b>CURRENT ASSETS</b>  |                      |                      |
| Cash and Cash Equivalents  | \$ 2,537,459         | \$ 1,894,548         |
| Certificates of Deposit  | -                    | 363,217              |
| Pledges Receivable   | 2,538,403            | 3,365,703            |
| Grants Receivable  | 618,096              | -                    |
| Investments  | 3,284,871            | 2,995,180            |
| Other Assets   | 55,334               | 71,297               |
| <b>TOTAL CURRENT ASSETS</b>  | <b>9,034,163</b>     | <b>8,689,945</b>     |
| <b>PROPERTY AND EQUIPMENT</b>  |                      |                      |
| Building   | 627,846              | 595,216              |
| Equipment  | 249,028              | 253,192              |
|  | 876,874              | 848,408              |
| Less: Accumulated Depreciation   | (264,022)            | (231,344)            |
|  | 612,852              | 617,064              |
| <b>OTHER ASSETS</b>  |                      |                      |
| Beneficial Interest in Assets Held by the<br>Community Foundation of Greater Lafayette--<br>United Way Designated Fund | 1,333,661            | 1,297,399            |
| Investments--Permanently Restricted  | 4,250                | 4,250                |
|  | 1,337,911            | 1,301,649            |
|  | <b>\$ 10,984,926</b> | <b>\$ 10,608,658</b> |

See Notes to Financial Statements.

|   | <u>2020</u>          | <u>2019</u>          |
|---|----------------------|----------------------|
| <b>LIABILITIES</b>                                      |                      |                      |
| <b>CURRENT LIABILITIES</b>                              |                      |                      |
| Allocations Payable                                     | \$ 3,430,650         | \$ 3,711,486         |
| Accounts Payable  | 112,145              | 276,676              |
| Accrued Expenses  | <u>23,082</u>        | <u>14,039</u>        |
| <b>TOTAL CURRENT LIABILITIES/<br/>TOTAL LIABILITIES</b> | <b>3,565,877</b>     | <b>4,002,201</b>     |
| <b>NET ASSETS</b>                                       |                      |                      |
| <b>Net Assets Without Donor Restrictions--</b>          |                      |                      |
| Board Designated  | 257,557              | 221,295              |
| Undesignated Net Assets                                 | <u>2,455,028</u>     | <u>1,956,092</u>     |
|   | 2,712,585            | 2,177,387            |
| <b>Net Assets With Donor Restrictions</b>               | <u>4,706,464</u>     | <u>4,429,070</u>     |
| <b>TOTAL NET ASSETS</b>                                 | <u>7,419,049</u>     | <u>6,606,457</u>     |
|   | <u>\$ 10,984,926</u> | <u>\$ 10,608,658</u> |

**UNITED WAY OF GREATER LAFAYETTE AND TIPPECANOE COUNTY, INDIANA, INC.**

**STATEMENTS OF ACTIVITIES  
For the Years Ended December 31,**

|  | TOTAL            |                  | WITHOUT DONOR<br>RESTRICTIONS |                  | WITH DONOR<br>RESTRICTIONS |                  |
|--|------------------|------------------|-------------------------------|------------------|----------------------------|------------------|
|  | 2020             | 2019             | 2020                          | 2019             | 2020                       | 2019             |
| <b>PUBLIC SUPPORT AND REVENUE</b>                            |                  |                  |                               |                  |                            |                  |
| Gross Campaign Results Current Year                          | \$ 4,849,655     | \$ 5,250,095     | \$ -                          | \$ -             | \$ 4,849,655               | \$ 5,250,095     |
| (Less) Provisions for Uncollectibles                         | (187,501)        | (195,757)        | -                             | -                | (187,501)                  | (195,757)        |
| Prior Year Recovery (Bad Debt) for Uncollectibles            | (143,121)        | 73,753           | (143,121)                     | 73,753           | -                          | -                |
| (Less) Out-of-County Designations                            | (496,054)        | (567,565)        | -                             | -                | (496,054)                  | (567,565)        |
| (Less) Amounts Designated by Donors for Member Organizations | (585,018)        | (592,665)        | -                             | -                | (585,018)                  | (592,665)        |
| Net Campaign Revenue   | 3,437,961        | 3,967,861        | (143,121)                     | 73,753           | 3,581,082                  | 3,894,108        |
| In-Kind Contributions  | 43,523           | 24,132           | 43,523                        | 24,132           | -                          | -                |
| Contributions  | 493,567          | 83,666           | 185,391                       | 39,704           | 308,176                    | 43,962           |
| Grants   | 2,081,846        | 30,000           | -                             | -                | 2,081,846                  | 30,000           |
| Sponsorship Income   | 10,000           | 22,500           | 10,000                        | 22,500           | -                          | -                |
| Interest and Dividends, Net of Investment Fees               | 74,657           | 114,212          | 74,456                        | 113,921          | 201                        | 291              |
| Realized Gain on Sale of Investments                         | 2,874            | 14,512           | 2,794                         | 14,476           | 80                         | 36               |
| (Loss) on Disposal of Equipment                              | (52)             | -                | (52)                          | -                | -                          | -                |
| Endowment Income   | 18,719           | 18,934           | 18,719                        | 18,934           | -                          | -                |
| Workshop Income  | 4,700            | -                | 4,700                         | -                | -                          | -                |
| Service Fee Income   | 6,445            | 15,871           | 6,445                         | 15,871           | -                          | -                |
| Net Assets Released from Restrictions                        | -                | -                | 5,695,639                     | 4,322,854        | (5,695,639)                | (4,322,854)      |
| <b>TOTAL PUBLIC SUPPORT AND REVENUE</b>                      | <b>6,174,240</b> | <b>4,291,688</b> | <b>5,898,494</b>              | <b>4,646,145</b> | <b>275,746</b>             | <b>(354,457)</b> |
| <b>EXPENSES</b>  |                  |                  |                               |                  |                            |                  |
| <b>Program Services--</b>                                    |                  |                  |                               |                  |                            |                  |
| Gross Funds Awarded and Allocation Service Expenses          | 3,475,634        | 3,742,486        | 3,475,634                     | 3,742,486        | -                          | -                |
| (Less) Donor Designations                                    | (585,018)        | (592,665)        | (585,018)                     | (592,665)        | -                          | -                |
| Net Funds Awarded and Allocation Service Expenses            | 2,890,616        | 3,149,821        | 2,890,616                     | 3,149,821        | -                          | -                |
| Labor Relations/Community Service                            | 74,160           | 42,840           | 74,160                        | 42,840           | -                          | -                |
| Grant Programs   | 2,055,860        | 618,291          | 2,055,860                     | 618,291          | -                          | -                |
| Total Program Services                                       | 5,020,636        | 3,810,952        | 5,020,636                     | 3,810,952        | -                          | -                |
| Management and General                                       | 297,258          | 295,191          | 297,258                       | 295,191          | -                          | -                |
| Fundraising  | 487,968          | 467,503          | 487,968                       | 467,503          | -                          | -                |
| <b>TOTAL EXPENSES</b>  | <b>5,805,862</b> | <b>4,573,646</b> | <b>5,805,862</b>              | <b>4,573,646</b> | <b>-</b>                   | <b>-</b>         |
| <b>INCREASE (DECREASE) IN NET ASSETS BEFORE</b>              |                  |                  |                               |                  |                            |                  |
| UNREALIZED GAIN ON INVESTMENTS                               | 368,378          | (281,958)        | 92,632                        | 72,499           | 275,746                    | (354,457)        |
| UNREALIZED GAIN ON INVESTMENTS                               | 444,214          | 571,351          | 442,566                       | 569,499          | 1,648                      | 1,852            |
| <b>INCREASE (DECREASE) IN NET ASSETS</b>                     | <b>812,592</b>   | <b>289,393</b>   | <b>535,198</b>                | <b>641,998</b>   | <b>277,394</b>             | <b>(352,605)</b> |
| NET ASSETS--Beginning of Year                                | 6,606,457        | 6,317,064        | 2,177,387                     | 1,535,389        | 4,429,070                  | 4,781,675        |
| NET ASSETS--End of Year                                      | \$ 7,419,049     | \$ 6,606,457     | \$ 2,712,585                  | \$ 2,177,387     | \$ 4,706,464               | \$ 4,429,070     |

See Notes to Financial Statements.

**UNITED WAY OF GREATER LAFAYETTE AND TIPPECANOE COUNTY, INDIANA, INC.**

**STATEMENTS OF FUNCTIONAL EXPENSES**

For the Years Ended December 31,

|                                  | 2020                |                                    |                     |                     |                        |                   |                   |                     |
|----------------------------------|---------------------|------------------------------------|---------------------|---------------------|------------------------|-------------------|-------------------|---------------------|
|                                  | PROGRAM SERVICES    |                                    |                     |                     | SUPPORTING SERVICES    |                   |                   | COMBINED TOTAL      |
|                                  | ALLOCATION SERVICE  | LABOR RELATIONS/ COMMUNITY SERVICE | GRANT PROGRAMS      | TOTAL               | MANAGEMENT AND GENERAL | FUNDRAISING       | TOTAL             |                     |
| Allocations to Agencies          | \$ 3,475,634        | \$ -                               | \$ -                | \$ 3,475,634        | \$ -                   | \$ -              | \$ -              | \$ 3,475,634        |
| (Less) Donor Designations        | (585,018)           | -                                  | -                   | (585,018)           | -                      | -                 | -                 | (585,018)           |
| Sub-Total                        | 2,890,616           | -                                  | -                   | 2,890,616           | -                      | -                 | -                 | 2,890,616           |
| Grants to Agencies               | -                   | 3,385                              | 1,600,436           | 1,603,821           | 10,984                 | 26,492            | 37,476            | 1,641,297           |
| Community and Agency Services--  |                     |                                    |                     |                     |                        |                   |                   |                     |
| Salaries                         | -                   | 34,172                             | 265,350             | 299,522             | 161,348                | 210,622           | 371,970           | 671,492             |
| Payroll Taxes                    | -                   | 1,978                              | 18,909              | 20,887              | 11,380                 | 14,980            | 26,360            | 47,247              |
| Fringe Benefits                  | -                   | 1,786                              | 24,971              | 26,757              | 16,034                 | 13,468            | 29,502            | 56,259              |
| Health Insurance                 | -                   | 12,780                             | 28,757              | 41,537              | 17,420                 | 30,026            | 47,446            | 88,983              |
| Public Relations/Campaign        | -                   | 323                                | 1,020               | 1,343               | 700                    | 63,810            | 64,510            | 65,853              |
| State Association Dues           | -                   | 1,960                              | 10,853              | 12,813              | 5,489                  | 11,165            | 16,654            | 29,467              |
| Office Expense                   | -                   | 517                                | 1,839               | 2,356               | 1,323                  | 2,044             | 3,367             | 5,723               |
| Insurance                        | -                   | 1,303                              | 7,716               | 9,019               | 4,080                  | 7,529             | 11,609            | 20,628              |
| Telephone and Networking         | -                   | 1,669                              | 13,966              | 15,635              | 4,701                  | 10,689            | 15,390            | 31,025              |
| Postage and Shipping             | -                   | 78                                 | 405                 | 483                 | 1,565                  | 2,821             | 4,386             | 4,869               |
| Travel and Mileage               | -                   | 22                                 | 277                 | 299                 | 281                    | 231               | 512               | 811                 |
| Professional Services            | -                   | 962                                | 5,327               | 6,289               | 2,694                  | 5,480             | 8,174             | 14,463              |
| Conferences and Meetings         | -                   | 147                                | 839                 | 986                 | 637                    | 1,566             | 2,203             | 3,189               |
| Workshop Expenses                | -                   | -                                  | 1,215               | 1,215               | -                      | -                 | -                 | 1,215               |
| Repairs and Maintenance          | -                   | 166                                | 2,029               | 2,195               | 1,036                  | 2,390             | 3,426             | 5,621               |
| Depreciation                     | -                   | 2,665                              | 14,764              | 17,429              | 7,468                  | 15,188            | 22,656            | 40,085              |
| Occupancy Expense                | -                   | 5,253                              | 29,093              | 34,346              | 14,716                 | 29,930            | 44,646            | 78,992              |
| Endowment Fee                    | -                   | -                                  | -                   | -                   | 21,408                 | -                 | 21,408            | 21,408              |
| Miscellaneous                    | -                   | 95                                 | 962                 | 1,057               | 270                    | 11,624            | 11,894            | 12,951              |
| United Way of America Dues       | -                   | 4,899                              | 27,132              | 32,031              | 13,724                 | 27,913            | 41,637            | 73,668              |
| <b>TOTAL FUNCTIONAL EXPENSES</b> | <b>\$ 2,890,616</b> | <b>\$ 74,160</b>                   | <b>\$ 2,055,860</b> | <b>\$ 5,020,636</b> | <b>\$ 297,258</b>      | <b>\$ 487,968</b> | <b>\$ 785,226</b> | <b>\$ 5,805,862</b> |

*(Continued on Page 6)*

See Notes to Financial Statements.



**UNITED WAY OF GREATER LAFAYETTE AND TIPPECANOE COUNTY, INDIANA, INC.**

**STATEMENTS OF FUNCTIONAL EXPENSES**  
**For the Years Ended December 31,**  
*(Continued from Page 5)*

2019

|                                  | PROGRAM SERVICES    |                                    |                   |                     | SUPPORTING SERVICES    |                   |                   | COMBINED TOTAL      |
|----------------------------------|---------------------|------------------------------------|-------------------|---------------------|------------------------|-------------------|-------------------|---------------------|
|                                  | ALLOCATION SERVICES | LABOR RELATIONS/ COMMUNITY SERVICE | GRANT PROGRAMS    | TOTAL               | MANAGEMENT AND GENERAL | FUNDRAISING       | TOTAL             |                     |
| Allocations to Agencies          | \$ 3,742,486        | \$ -                               | \$ -              | \$ 3,742,486        | \$ -                   | \$ -              | \$ -              | \$ 3,742,486        |
| (Less) Donor Designations        | (592,665)           | -                                  | -                 | (592,665)           | -                      | -                 | -                 | (592,665)           |
| Sub-Total                        | 3,149,821           | -                                  | -                 | 3,149,821           | -                      | -                 | -                 | 3,149,821           |
| Grants to Agencies               | -                   | 1,168                              | 129,307           | 130,475             | 7,377                  | 21,045            | 28,422            | 158,897             |
| Community and Agency Services--  |                     |                                    |                   |                     |                        |                   |                   |                     |
| Salaries                         | -                   | 25,640                             | 316,233           | 341,873             | 169,620                | 207,029           | 376,649           | 718,522             |
| Payroll Taxes                    | -                   | 1,909                              | 23,299            | 25,208              | 12,270                 | 15,106            | 27,376            | 52,584              |
| Fringe Benefits                  | -                   | 2,319                              | 19,655            | 21,974              | 14,937                 | 14,644            | 29,581            | 51,555              |
| Health Insurance                 | -                   | 489                                | 22,228            | 22,717              | 16,350                 | 25,199            | 41,549            | 64,266              |
| Public Relations/Campaign        | -                   | 885                                | 1,351             | 2,236               | 1,070                  | 81,777            | 82,847            | 85,083              |
| State Association Dues           | -                   | 1,019                              | 10,886            | 11,905              | 5,469                  | 9,360             | 14,829            | 26,734              |
| Office Expense                   | -                   | 350                                | 2,414             | 2,764               | 1,423                  | 2,129             | 3,552             | 6,316               |
| Insurance                        | -                   | 677                                | 7,202             | 7,879               | 3,742                  | 6,122             | 9,864             | 17,743              |
| Telephone and Networking         | -                   | 1,041                              | 15,502            | 16,543              | 5,288                  | 10,788            | 16,076            | 32,619              |
| Postage and Shipping             | -                   | 172                                | (7)               | 165                 | 1,563                  | 4,179             | 5,742             | 5,907               |
| Travel and Mileage               | -                   | 356                                | 1,986             | 2,342               | 734                    | 1,603             | 2,337             | 4,679               |
| Professional Services            | -                   | 616                                | 7,345             | 7,961               | 3,304                  | 5,658             | 8,962             | 16,923              |
| Conferences and Meetings         | -                   | 97                                 | 1,047             | 1,144               | 1,954                  | 998               | 2,952             | 4,096               |
| Repairs and Maintenance          | -                   | 571                                | 3,154             | 3,725               | 1,090                  | 842               | 1,932             | 5,657               |
| Depreciation                     | -                   | 1,759                              | 18,795            | 20,554              | 9,441                  | 16,160            | 25,601            | 46,155              |
| Occupancy Expense                | -                   | 1,362                              | 14,551            | 15,913              | 7,310                  | 12,511            | 19,821            | 35,734              |
| Endowment Fee                    | -                   | -                                  | -                 | -                   | 21,289                 | -                 | 21,289            | 21,289              |
| Miscellaneous                    | -                   | 372                                | 1,570             | 1,942               | 24                     | 13,632            | 13,656            | 15,598              |
| United Way of America Dues       | -                   | 2,038                              | 21,773            | 23,811              | 10,936                 | 18,721            | 29,657            | 53,468              |
| <b>TOTAL FUNCTIONAL EXPENSES</b> | <b>\$ 3,149,821</b> | <b>\$ 42,840</b>                   | <b>\$ 618,291</b> | <b>\$ 3,810,952</b> | <b>\$ 295,191</b>      | <b>\$ 467,503</b> | <b>\$ 762,694</b> | <b>\$ 4,573,646</b> |

See Notes to Financial Statements.

**UNITED WAY OF GREATER LAFAYETTE AND  
TIPPECANOE COUNTY, INDIANA, INC.**

**STATEMENTS OF CASH FLOWS  
For the Years Ended December 31,**

|   | 2020         | 2019         |
|---|--------------|--------------|
| <b>CASH FLOWS FROM OPERATING ACTIVITIES</b>   |              |              |
| Increase in Net Assets  | \$ 812,592   | \$ 289,393   |
| Adjustments to Reconcile Increase in Net Assets to Net Cash Provided by Operating Activities--  |              |              |
| Depreciation  | 40,085       | 46,155       |
| Net Realized and Unrealized (Gain) on Investments and Beneficial Interest in Assets Held by the Community Foundation of Greater Lafayette | (447,088)    | (585,863)    |
| Loss on Disposal of Equipment   | 52           | -            |
| Provision for Uncollectible Pledges   | 318,521      | 200,549      |
| (Increase) Decrease in Current Assets--   |              |              |
| Pledges Receivable  | 508,779      | (238,477)    |
| Grants Receivable   | (618,096)    | 500,000      |
| Other Assets  | 15,963       | (17,656)     |
| Increase (Decrease) in Current Liabilities--  |              |              |
| Accounts Payable  | (164,531)    | 136,533      |
| Allocations Payable   | (280,836)    | (23,767)     |
| Agency Funds  | -            | (295)        |
| Accrued Expenses  | 9,043        | (1,501)      |
|   | 194,484      | 305,071      |
| <b>NET CASH PROVIDED BY OPERATING ACTIVITIES</b>  |              |              |
| <b>CASH FLOWS FROM INVESTING ACTIVITIES</b>   |              |              |
| (Increase) Decrease in Certificates of Deposit  | 363,217      | (6,090)      |
| Purchases of Equipment and Building Improvements  | (35,925)     | (5,866)      |
| Net Proceeds from Investments and Beneficial Interest in Assets Held by the Community Foundation of Greater Lafayette                     | 121,135      | 51,443       |
|   | 448,427      | 39,487       |
| <b>NET CASH PROVIDED BY INVESTING ACTIVITIES</b>  |              |              |
| <b>INCREASE IN CASH AND CASH EQUIVALENTS</b>  | 642,911      | 344,558      |
| <b>CASH AND CASH EQUIVALENTS--Beginning of Year</b>   | 1,894,548    | 1,549,990    |
| <b>CASH AND CASH EQUIVALENTS--End of Year</b>   | \$ 2,537,459 | \$ 1,894,548 |

See Notes to Financial Statements.

**UNITED WAY OF GREATER LAFAYETTE AND  
TIPPECANOE COUNTY, INDIANA, INC.**

**NOTES TO FINANCIAL STATEMENTS  
December 31, 2020 and 2019**

**NOTE 1: ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

A summary of the United Way of Greater Lafayette and Tippecanoe County, Indiana, Inc.'s significant accounting policies consistently applied in the preparation of the accompanying financial statements are as follows:

- A) **Nature of Operations**--United Way of Greater Lafayette and Tippecanoe County, Indiana, Inc. (the Organization) was formed in 1956 as a not-for-profit corporation located in Lafayette, Indiana. United Way's mission is mobilizing our community to improve lives. The Organization is governed by local volunteer leaders – people who live and/or work in the community and who understand the needs of Tippecanoe County.
- B) **Cash Equivalents**--For purposes of the statements of cash flows, the Organization considers all highly liquid debt instruments with maturities of three months or less when purchased to be cash equivalents.
- C) **Use of Estimates**--The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenue and expenses during the reporting period. Actual results could differ from those estimates.
- D) **Pledges Receivable**--Pledges receivable are carried at the original pledged amount less an estimate made for allowance for doubtful accounts based on historical uncollectibles data. Pledges that are determined to be uncollectible, along with a general reserve, are included in the overall allowance for doubtful pledges. Recoveries of pledges receivable are recorded when received.
- E) **Contributions and Campaign Expenses**--Pledges receivable, which are unconditional promises to give, are recorded as received and are all restricted by time for the future year. The Organization recognizes contributions when cash, securities or other assets; an unconditional promise to give; or a notification of a beneficial interest is received. Conditional promises to give – that is those with a measurable performance or other barrier and a right of return – are not recognized until the conditions on which they depend have been met. Campaign expenses for annual campaigns are recognized in the period incurred.

**UNITED WAY OF GREATER LAFAYETTE AND  
TIPPECANOE COUNTY, INDIANA, INC.**

**NOTES TO FINANCIAL STATEMENTS  
December 31, 2020 and 2019**

**NOTE 1: ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES  
(Continued)**

- F) **Allocations**--Allocations to member agencies are recognized as expenses in the period approved by the Board of Directors.
- G) **Property and Equipment**--Property and equipment are stated at cost, less accumulated depreciation. If donated, the cost is the fair market value at the date of receipt. Depreciation is provided for in amounts sufficient to relate the cost of depreciable assets to operations over their estimated service lives on the straight-line method. The Organization's policy is to capitalize property and equipment with a value of \$500 or greater. Maintenance, repairs, and minor renewals are charged to operations as incurred. Improvements and major renewals are capitalized. Upon sale or disposition of properties, the asset account is relieved of the cost and the accumulated depreciation account is charged with depreciation taken prior to the sale. Any resultant gain or loss is credited or charged to operations. Depreciation expense for the years ended December 31, 2020 and 2019, was \$40,085 and \$46,155, respectively.
- H) **Basis of Presentation**--In accordance with FASB Accounting Standards Codification (Accounting Standards), the net assets of the Organization are reported in each of the following two classes:
- (1) ***Net Assets Without Donor Restrictions***--Net assets that are not subject to donor-imposed stipulations. Other donor-imposed restrictions require the Organization to use all or part of the income earned on any related investments for general or specific purposes.
- (2) ***Net Assets With Donor Restrictions***--Net assets subject to donor-imposed stipulations that may or will be met, either by actions of the Organization and/or the passage of time.

All donor-restricted contributions are recorded as increases in net assets with donor restrictions. When a restriction expires, (that is, when a stipulated time restriction ends or purpose restriction is accomplished), net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statement of activities as net assets released from restrictions. Restrictions on gifts of fixed assets or contributions restricted for the purchase of fixed assets expire when the asset is placed in service, unless otherwise stipulated by the donor.

**UNITED WAY OF GREATER LAFAYETTE AND  
TIPPECANOE COUNTY, INDIANA, INC.**

**NOTES TO FINANCIAL STATEMENTS  
December 31, 2020 and 2019**

**NOTE 1: ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES  
(Continued)**

- I) **Income Taxes**--The Organization is a not-for-profit organization exempt from federal income taxes under Internal Revenue Code Section 501(c)(3) and state income taxes under the Indiana General Not-For-Profit Act.

Accounting Standards requires entities to disclose in their financial statements the nature of any uncertainties in their tax position. Tax years including 2017 and later are subject to examination by tax authorities. Areas that IRS and state tax authorities consider when examining tax returns of a charity include, but may not be limited to, tax-exempt status and the existence and amount of unrelated business income. The Organization does not believe that it has any uncertain tax positions with respect to these or other matters, and therefore, has not recorded any unrecognized tax benefits or liabilities. The Organization is not aware of any circumstances or events that make it reasonably possible that tax benefits may increase or decrease within 12 months of the date of these financial statements.

- J) **Advertising**--The Organization expenses advertising as incurred. During 2020 and 2019, advertising costs totaled \$-0- for both years.

- K) **Donated Goods and Services**--The Organization records various types of in-kind support including property and equipment, professional services, and materials. Property and equipment donated is capitalized on the basis explained on the previous page. Contributed professional services are recognized if the services either create or enhance long-lived assets, or require specialized skills and would typically need to be purchased if not provided by the donation. Contributions of supplies, space, and materials are recognized at fair market value when received. In-kind contributions for professional services, meeting space, and public relation materials were \$43,523 and \$24,132 for the years ended December 31, 2020 and 2019, respectively.

The Organization also receives significant donations of time from volunteers that do not meet the two recognized criteria described above. Accordingly, the value of this contributed time has not been determined and is not reflected in the financial statements.

**UNITED WAY OF GREATER LAFAYETTE AND  
TIPPECANOE COUNTY, INDIANA, INC.**

**NOTES TO FINANCIAL STATEMENTS  
December 31, 2020 and 2019**

**NOTE 1: ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES  
(Continued)**

L) Accounting Pronouncement--In February 2016, the FASB issued Accounting Standards Update (ASU) 2016-02, Leases (Topic 842), which provides guidance on the recognition, measurement, presentation, and disclosure of leases. This new accounting standard requires that an entity recognizes the right to use the leased assets and a liability for the corresponding lease obligation on its balance sheet for leases in excess of one year that were previously classified as operating leases under U.S. GAAP. The standard also requires entities to disclose information about the amount, timing, and uncertainty for the payments made for the lease agreements in the footnotes to the financial statements. This guidance will be effective for the Organization's reporting period beginning January 1, 2022.

**NOTE 2: OVERHEAD RATIO**

The overhead ratio is equal to fund-raising and management and general expenses divided by total campaign support and all other revenue sources. The ratio is calculated below using the Gross Method recommended in "*Functional Expenses and Overhead Reporting Guidelines for United Ways,*" by United Way Worldwide.

|   | 2020       | 2019       |
|---|------------|------------|
| <b>Numerator:</b>                       |            |            |
| Supporting Services Functional Expenses | \$ 766,812 | \$ 757,970 |
| <b>Denominator:</b>                     |            |            |
| Total Support and Revenue               | 7,231,509  | 5,446,816  |
| <b>Numerator/Denominator</b>            |            |            |
| Expressed as a Percent                  | 10.60%     | 13.92%     |

**UNITED WAY OF GREATER LAFAYETTE AND  
TIPPECANOE COUNTY, INDIANA, INC.**

**NOTES TO FINANCIAL STATEMENTS  
December 31, 2020 and 2019**

**NOTE 3: LIQUIDITY AND AVAILABILITY**

Financial assets available for general expenditure, that is, without donor or other restrictions limiting their use, within one year of the statement of financial position date, comprise of the following:

|  | <u>2020</u>         | <u>2019</u>         |
|--|---------------------|---------------------|
| <b>Financial Assets at Year End--</b>  |                     |                     |
| Cash and Cash Equivalents  | \$ 2,537,459        | \$ 1,894,548        |
| Certificates of Deposit  | -                   | 363,217             |
| Accounts Receivable  | 39,543              | 40,570              |
| Pledges Receivable   | 2,538,403           | 3,365,703           |
| Grants Receivable  | 618,096             | -                   |
| Investments  | <u>3,284,871</u>    | <u>2,999,430</u>    |
| Total Financial Assets Available Within One Year   | 9,018,372           | 8,663,468           |
| <b>Less Amounts Unavailable for General Expenditure--</b>                                |                     |                     |
| Restricted by Donors With Purpose Restrictions   | (1,125,382)         | (534,962)           |
| Allocations Payable  | <u>(3,430,650)</u>  | <u>(3,711,486)</u>  |
| Total Amounts Unavailable Due to Purpose Restrictions                                    | (4,556,032)         | (4,246,448)         |
| <b>Less Amounts Unavailable to Management Without Board Approval--</b>                   |                     |                     |
| Emergency Reserves   | (48,793)            | (48,793)            |
| <b>Less Amounts Designated Internally as Reserve Funds--</b>                             |                     |                     |
| Investments  | <u>(3,280,621)</u>  | <u>(2,995,180)</u>  |
| <b>Financial Assets Available to Management for General Expenditures Within One Year</b> | <u>\$ 1,132,926</u> | <u>\$ 1,373,047</u> |

As part of the Organization's liquidity management, it follows the recommended United Way Worldwide Standard Membership Guideline of having three to six months operating and allocations available. The Organization's financial assets are structured in a way to be available as general expenditures, liabilities, and other obligations come due. It is necessary to have an appropriate level of cash available due to the irregular nature of monthly revenue streams and consistent monthly expenditures (operating expenses, programmatic expenses, and agency allocations). Excess cash is invested in short term investments such as money markets and certificates of deposit.

**UNITED WAY OF GREATER LAFAYETTE AND  
TIPPECANOE COUNTY, INDIANA, INC.**

**NOTES TO FINANCIAL STATEMENTS  
December 31, 2020 and 2019**

**NOTE 4: PLEDGES RECEIVABLE**

Pledges receivable at December 31, consist of the following:

|   | <u>2020</u>                | <u>2019</u>                |
|---|----------------------------|----------------------------|
| Current Year Campaign                     | \$ 2,447,963               | \$ 3,312,531               |
| Prior Year Campaign                       | <u>599,655</u>             | <u>452,981</u>             |
|   | 3,047,618                  | 3,765,512                  |
| Less: Allowance for Uncollectible Pledges | <u>(509,215)</u>           | <u>(399,809)</u>           |
| <b>Total Pledges Receivable</b>           | <b><u>\$ 2,538,403</u></b> | <b><u>\$ 3,365,703</u></b> |

For the years ended December 31, 2020 and 2019, management calculated the current allowance for uncollectible pledges based on 4.31% and 4.18%, respectively, of the total pledges raised less out-of-county pledges paid by others.

**NOTE 5: INVESTMENTS**

Investments are carried at fair market value, and realized and unrealized gains and losses are included in the statements of activities. Interest and dividends are accrued as earned. Interest is shown net of any investment fees.

Investments at fair market value consisted of the following for the years ended December 31:

|              | <u>2020</u>                | <u>2019</u>                |
|--------------|----------------------------|----------------------------|
| Equities     | \$ 2,422,099               | \$ 1,988,964               |
| Fixed Income | <u>867,022</u>             | <u>1,010,466</u>           |
|              | <b><u>\$ 3,289,121</u></b> | <b><u>\$ 2,999,430</u></b> |



**UNITED WAY OF GREATER LAFAYETTE AND  
TIPPECANOE COUNTY, INDIANA, INC.**

**NOTES TO FINANCIAL STATEMENTS  
December 31, 2020 and 2019**

**NOTE 5: INVESTMENTS (Continued)**

The following schedule summarizes the investment return, net of investment fees of \$19,719 and \$16,123 for the years ended December 31, 2020 and 2019, respectively, and is included in the statements of activities. The investment return includes returns from the beneficial interest in assets held by the Foundation.

|  | 2020       | 2019       |
|--|------------|------------|
| <b>Investment Earnings--</b>                   |            |            |
| Interest and Dividends, Net of Investment Fees | \$ 68,231  | \$ 103,915 |
| Realized Gain on Sale of Investments           | 2,874      | 14,512     |
| Unrealized Gain on Investments                 | 444,214    | 571,351    |
|  | \$ 515,319 | \$ 689,778 |

Included in investments are the General, Loeb, Bonner, and Rosen funds.

**NOTE 6: BENEFICIAL INTEREST IN ASSETS HELD BY THE COMMUNITY FOUNDATION OF GREATER LAFAYETTE**

During 1994 and 1996, the Organization transferred assets to the Foundation and created two Agency Fund Endowments. Agency Fund Endowments are funds created by a not-for-profit organization with its own funds and for its own benefit. Assets transferred by the Organization to the Foundation are listed in the following paragraphs:

On January 1, 1994, the Organization entered into an Agency Endowment Fund Agreement (the United Way Special Endowment Fund) with the Foundation. The basic purpose of the United Way Special Endowment Fund is to provide support to the Organization to carry out its role and mission. This was accomplished by transferring cash in the amount of \$70,000 to the Foundation.

On October 1, 1996, the Organization entered into an Agency Endowment Fund Agreement (the United Way Designated Endowment Fund) with the Foundation that will benefit United Way agencies. The assets used to establish the endowment fund (\$1,054,897) were transferred from Foundation assets, which had built up over the years as a result of the receipt and investment of the Organization's allocations to the Foundation.

**UNITED WAY OF GREATER LAFAYETTE AND  
TIPPECANOE COUNTY, INDIANA, INC.**

**NOTES TO FINANCIAL STATEMENTS  
December 31, 2020 and 2019**

**NOTE 6: BENEFICIAL INTEREST IN ASSETS HELD BY THE COMMUNITY FOUNDATION OF GREATER LAFAYETTE (Continued)**

In 2010, the Organization merged the Special Endowment Fund into the Designated Endowment Fund.

Since the Foundation is granted variance power in the endowment agreement, any subsequent contributions to the endowment made by individuals other than the Organization are not recorded on the Organization's books as contribution revenue. The only revenue and expense shown on the Organization's books for the endowment is interest income, investment gains and losses, investment fees and support expense directly related to the Organization's contributions. Revenue from the investments is reinvested annually.

At December 31, 2020 and 2019, the Organization has recorded a beneficial interest in assets held by the Foundation in the amount of \$1,333,661 and \$1,297,399, respectively. Only the income portions of these funds are board restricted. The historic value transferred is unrestricted, unappropriated.

**NOTE 7: CONCENTRATIONS OF CREDIT RISK**

At certain times during the year the Organization maintained cash deposits with its banks which exceeded the insurance limits set by the Federal Deposit Insurance Corporation (FDIC) as well as deposits with a credit union which exceeded the insurance limit set by the National Credit Union Administration (NCUA). As of December 31, 2020 and 2019, the amounts over the FDIC and NCUA limits were \$1,037,098 and \$650,880, respectively.

Investments, including investments underlying other assets invested with the Community Foundation of Greater Lafayette, total \$4,622,782 and \$4,296,829 at December 31, 2020 and 2019, respectively, and make up approximately 42% and 41% of the Organization's total assets, respectively. If market events were to result in a severe near term effect, management believes it would not cause a severe disruption of the normal functioning of the entity.

**UNITED WAY OF GREATER LAFAYETTE AND  
TIPPECANOE COUNTY, INDIANA, INC.**

**NOTES TO FINANCIAL STATEMENTS  
December 31, 2020 and 2019**

**NOTE 8: DONOR DESIGNATED CONTRIBUTIONS**

In accordance with Accounting Standards, donor designated contributions are accounted for as a liability on the books of the Organization.

As of December 31, 2020 and 2019, \$585,018 and \$592,665, respectively, have been designated by donors for various agencies. The Organization has either included these designated amounts in the total allocations payable or paid the allocations out in each respective year.

United Way of Greater Lafayette complies with both the letter and intent of United Way of America's Cost Deduction Standard. United Way does not charge donors more than the actual cost to process and transfer designated gifts. There are no duplicative charges assessed donors on designated gifts.

**NOTE 9: BOARD DESIGNATED FUNDS**

Annual allocations are made to the unrestricted, board designated fund accounts through transfers from the undesignated fund. Disbursements made in excess of the annual allocations to these funds must be approved by the Board of Directors. Any balances remaining in the board designated fund accounts at the end of the year are carried over to the following year and serve to reduce the allocations necessary in the following year.

**NOTE 10: NET ASSETS**

Unrestricted, board designated funds are specifically identified in the statements of financial position and amount to \$257,557 and \$221,295, respectively for the years ended December 31, 2020 and 2019. Included in cash and investments at December 31, 2020 and 2019, is \$257,577 and \$221,295, respectively, of unrestricted, board designated funds.

**UNITED WAY OF GREATER LAFAYETTE AND  
TIPPECANOE COUNTY, INDIANA, INC.**

**NOTES TO FINANCIAL STATEMENTS  
December 31, 2020 and 2019**

**NOTE 10: NET ASSETS (Continued)**

Net assets with donor restrictions, subject to purpose or time restrictions consisted of the following at December 31:

|  | <u>2020</u>         | <u>2019</u>         |
|--|---------------------|---------------------|
| <b>Purpose Restriction--</b>             |                     |                     |
| Special Projects-Bonner                  | \$ 14,413           | \$ 12,484           |
| Stem Initiative                          | 500                 | 500                 |
| Tipp Celebration Rally                   | 1,076               | 503                 |
| Lean IN Grant                            | 6,810               | 6,810               |
| Invest 1213-Health                       | 1,356               | 2,324               |
| Solutions Beyond Shelter                 | 11,222              | 11,222              |
| Family Stability                         | 1,397               | 1,397               |
| BornLearning                             | 10,412              | 10,347              |
| Kindergarten Camp                        | 9,725               | -                   |
| Healthy Active Tippecanoe                | 2,000               | 2,000               |
| Philanthropic Needs                      | 12,988              | 10,934              |
| 4Community2                              | 709                 | 1,543               |
| United IN 16                             | -                   | 66,752              |
| United IN 18                             | 190,150             | 350,487             |
| United IN 20                             | 398,641             | -                   |
| Mental Health & Substance Abuse          | 7,725               | 4,650               |
| Community Commitment to Education        | 68,864              | 48,759              |
| COVID-19 Response                        | 252,155             | -                   |
| COVID Lilly Tippecanoe County            | 55,875              | -                   |
| COVID Lilly Benton County                | 7,165               | -                   |
| COVID Lilly Carroll County               | 16,535              | -                   |
| COVID Lilly Warren and Fountain Counties | 51,414              | -                   |
| <b>Time Restriction--</b>                |                     |                     |
| Campaign to support future years         | 3,581,082           | 3,894,108           |
| <b>Perpetual Restriction--</b>           |                     |                     |
| Albert J. Bonner, Jr. Fund               | <u>4,250</u>        | <u>4,250</u>        |
|  | <u>\$ 4,706,464</u> | <u>\$ 4,429,070</u> |

Included in cash, certificates of deposits, and receivables, and investments at December 31, 2020 and 2019, are \$4,706,464 and \$4,429,070, respectively, of donor restricted funds.

**UNITED WAY OF GREATER LAFAYETTE AND  
TIPPECANOE COUNTY, INDIANA, INC.**

**NOTES TO FINANCIAL STATEMENTS  
December 31, 2020 and 2019**

**NOTE 11: FUNCTIONAL EXPENSES**

Expenses are allocated based on their functional basis: program services, management and general, and fundraising costs. Expenses by function have been allocated among program and supporting services classifications on the basis of time studies and analyses made by the Organization's management.

Program services are divided into three programs. The Allocation Service Program recruits, educates, and assists local community volunteers in the identification of community funds in programs that address those same needs in our community. The Labor Relations/Community Services Program recruits and educates employees and union members on resources available in our community to assist people in need as well as the ways in which they can assist their co-workers, family members, and neighbors in locating the proper resources for their needs. Grant Programs consists of the United Way Volunteer Center (UWVC), and Community Impact. The Community Impact Programs work to bring key community partners together to address significant community issues. UWVC is a program that builds and strengthens our community by promoting and developing volunteerism by developing awareness among area residents of social service needs in the Lafayette community, promoting the recruitment of volunteers to work with social service agencies to develop and maintain quality volunteer programs.

**NOTE 12: TRANSACTIONS WITH UNITED WAY WORLDWIDE AND INDIANA UNITED WAYS--RELATED PARTY**

The Organization remits annual dues to United Way Worldwide and Indiana United Ways. Remitted amounts for the years ended December 31 were as follows:

|                      | <u>2020</u>       | <u>2019</u>      |
|----------------------|-------------------|------------------|
| United Way Worldwide | \$ 73,668         | \$ 53,468        |
| Indiana United Ways  | <u>29,467</u>     | <u>26,734</u>    |
|                      | <u>\$ 103,135</u> | <u>\$ 80,202</u> |

The Organization was also awarded a \$1,450,000 grant from Indiana Association of United Ways for COVID-19 Relief for Tippecanoe, Benton, Carroll, Fountain, and Warren counties.

**UNITED WAY OF GREATER LAFAYETTE AND  
TIPPECANOE COUNTY, INDIANA, INC.**

**NOTES TO FINANCIAL STATEMENTS  
December 31, 2020 and 2019**

**NOTE 13: CONDITIONAL GRANT**

In 2020, the Organization was awarded a grant under the UnitedIN 20 program through the Indiana Association of United Ways. The grant was awarded in the amount of \$500,000, conditional upon the Organization securing new giving. The Organization has two years in which to meet the conditions of the grant. In 2020, conditions were met for a portion of the grant and the Organization recorded in grants receivable \$418,096 as of December 31, 2020. The remaining conditional grant of \$81,904 remains as of December 31, 2020.

**NOTE 14: COMMITMENTS**

The Organization has entered into three lease agreements for postage and software hosting. The leases qualify as operating leases and contain monthly lease payments of \$105 and \$425 and annual payments of \$3,500. The leases expire at various dates thru March 2024. Expenses under these leases totaled \$10,836 and \$9,854 for the years ended December 31, 2020 and 2019, respectively.

The Organization had also entered into an agreement for Connect2Help/211 services through 2019 which funding was transferred to IN211 Partnership in 2020. IN211 Partnership dissolved in 2020 and 211 Services were continued by the Family and Social Services Administration in 2021. The agreement included monthly payments of \$2,300. Total expense under this agreement was \$27,600 for the years ended December 31, 2020 and 2019. This funding agreement is no longer in existence, since 211 is now funded by the State of Indiana.

The Organization has also entered into an agreement for extra parking next to the building effective November 2020. This agreement has a monthly payment of \$50. Total expense under this agreement was \$100 for the year ended December 31, 2020.

The minimum payments under these commitments for the years following December 31, 2020, are as follows:

|             |                 |
|-------------|-----------------|
| <b>2021</b> | <b>\$ 2,564</b> |
| <b>2022</b> | <b>2,564</b>    |
| <b>2023</b> | <b>2,564</b>    |
| <b>2024</b> | <b>641</b>      |

**UNITED WAY OF GREATER LAFAYETTE AND  
TIPPECANOE COUNTY, INDIANA, INC.**

**NOTES TO FINANCIAL STATEMENTS  
December 31, 2020 and 2019**

**NOTE 15: PENSION PLAN**

The Organization has a defined contribution plan covering substantially all of its employees. Funding of this plan is current. Pension expense was \$42,494 and \$38,563 in 2020 and 2019, respectively.

**NOTE 16: ECONOMIC DEPENDENCY AND MAJOR SOURCES OF REVENUE AND SUPPORT**

As of December 31, 2020 and 2019, approximately 21.9% and 0%, respectively, of the total revenue is funding received from the Indiana Association of United Ways.

**NOTE 17: COVID-19**

The COVID-19 outbreak in the United States has caused business disruption through mandated and voluntary closing of many Organizations in 2020. While the disruptions are currently expected to be temporary, there is considerable uncertainty around the duration of the closings. Therefore, the Organization expects this matter could negatively impact its operating results. However, the related financial impact and duration cannot be reasonably estimated at this time.

**NOTE 18: PAYCHECK PROTECTION PROGRAM**

In April 2020, the Organization received a Paycheck Protection Program (PPP) Term Note for \$160,025, which is a forgivable loan administered by the Small Business Administration (SBA). The Organization received forgiveness for the loan on November 24, 2020 and has recorded the income in contributions.

**NOTE 19: SUBSEQUENT EVENTS**

Subsequent to year end, the Organization signed an "Agreement in Principle" with Montgomery United Fund for You, Inc. to merge into the Organization in the future.

The Organization has evaluated subsequent events through June 21, 2021, the date which the financial statements were available to be issued.



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**INDEPENDENT AUDITOR'S REPORT  
ON SUPPLEMENTARY INFORMATION**

**To the Board of Directors  
United Way of Greater Lafayette and Tippecanoe County, Indiana, Inc.  
Lafayette, Indiana**

**We have audited the financial statements of United Way of Greater Lafayette and Tippecanoe County, Indiana, Inc. as of and for the years ended December 31, 2020 and 2019, and have issued our report thereon dated June 21, 2021, which contained an unmodified opinion on those financial statements. Our audits were performed for the purpose of forming an opinion on the financial statements as a whole.**

**The following supplemental schedules are presented for the purpose 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.**

*Huth Thompson LLP*

**June 21, 2021  
Lafayette, Indiana**



**UNITED WAY OF GREATER LAFAYETTE AND  
TIPPECANOE COUNTY, INDIANA, INC.**

**SCHEDULES OF ALLOCATIONS TO AGENCIES**

As of December 31,

(See Independent Auditor's Report on Supplementary Information)

|  | <u>2020</u>         | <u>2019</u>         |
|--|---------------------|---------------------|
| American Red Cross   | \$ 101,250          | \$ 112,500          |
| Big Brothers/Big Sisters                                   | 90,630              | 95,400              |
| BIGS in Blue-Big Brothers/Big Sisters                      | 8,000               | 10,000              |
| Boy Scouts of Sagamore Council                             | 51,030              | 56,700              |
| Bauer Family Resource Center                               | 347,000             | 360,000             |
| On My Way Pre-K  | 12,000              | -                   |
| Family Promise   | 27,720              | 30,800              |
| Finance Park/Biz Town-Junior Achievement                   | 9,000               | 10,000              |
| Food Finders Food Bank                                     | 128,576             | 130,256             |
| Girl Scouts of Sycamore Council                            | 36,000              | 40,000              |
| Hanna Community Center                                     | 64,125              | 67,500              |
| Indiana 211  | 5,516               | 27,600              |
| Lafayette Adult Resource Academy                           | 62,370              | 69,300              |
| Lafayette Family YMCA                                      | 76,523              | 80,550              |
| LTHC Homeless Services                                     | 312,626             | 329,080             |
| Legal Aid Corporation                                      | 49,815              | 55,350              |
| Lyn Treece Boys and Girls Club                             | 223,250             | 235,000             |
| Tippecanoe Senior Center/Meals on Wheels                   | 186,035             | 201,150             |
| Mental Health America                                      | 206,055             | 216,900             |
| Mental Health America Wabash Valley Region - Let's Talk    | 27,862              | 30,958              |
| NAMI Café-NAMI West Central Indiana                        | 18,000              | 20,000              |
| PALS-Purdue University                                     | -                   | 22,000              |
| Riggs Community Health Center                              | 90,000              | 100,000             |
| Right Steps Child Development Centers                      | 500,000             | 520,000             |
| Salvation Army   | 31,815              | 35,350              |
| School Court-Bauer Family Resources                        | 13,500              | 15,000              |
| The Arc of Tippecanoe County                               | 20,160              | 22,400              |
| Tippecanoe School Corporation - SOAR Middle School Program | -                   | 24,000              |
| Valley Oaks Health - Leveling Up                           | 32,400              | 36,000              |
| Wabash Center  | 202,032             | 219,600             |
| We Bloom - Recovery Café                                   | 27,000              | 30,000              |
| Willowstone  | 282,560             | 308,400             |
| Willowstone - Active Parenting                             | 24,750              | 27,500              |
| YWCA   | 153,473             | 161,550             |
| YWCA - Substance Use Treatment                             | 9,577               | 10,642              |
|  | <u>3,430,650</u>    | <u>3,711,486</u>    |
| Less: Donor Designated Contributions                       | <u>(585,018)</u>    | <u>(592,665)</u>    |
|  | <u>\$ 2,845,632</u> | <u>\$ 3,118,821</u> |

The amounts listed above include donor designated contributions for 2020 and 2019.

**UNITED WAY OF GREATER LAFAYETTE AND  
TIPPECANOE COUNTY, INDIANA, INC.**

**SCHEDULES OF HISTORICAL PLEDGES AND UNCOLLECTIBLES**

As of December 31,

(See Independent Auditor's Report on Supplementary Information)

| CAMPAIGN<br>YEAR | TIPPECANOE<br>TOTAL<br>PLEDGES<br>RECEIVABLE | ALLOWANCE FOR UNCOLLECTED |             |             | PERCENT<br>OF TOTAL<br>UNCOLLECTED |
|------------------|--|---------------------------|-------------|-------------|------------------------------------|
|                  |  | ORIGINAL                  | ADJUSTMENTS | UNCOLLECTED |                                    |
| 1991             | 3,197,824                                    | 159,273                   | (49,980)    | 109,293     | 3.42                               |
| 1992             | 3,261,425                                    | 169,400                   | (781)       | 168,619     | 5.17                               |
| 1993             | 3,386,686                                    | 161,085                   | (10,010)    | 151,075     | 4.46                               |
| 1994             | 3,431,252                                    | 163,393                   | (9,900)     | 153,493     | 4.47                               |
| 1995             | 3,601,188                                    | 171,485                   | 1,236       | 172,721     | 4.80                               |
| 1996             | 3,761,580                                    | 188,079                   | (8,644)     | 179,435     | 4.77                               |
| 1997             | 3,956,639                                    | 197,832                   | 56,035      | 253,867     | 6.42                               |
| 1998             | 4,121,871                                    | 206,094                   | 56,516      | 262,610     | 6.37                               |
| 1999             | 4,307,759                                    | 237,312                   | (129,996)   | 107,316     | 2.49                               |
| 2000             | 4,380,508                                    | 264,000                   | (76,592)    | 187,408     | 4.28                               |
| 2001             | 4,401,345                                    | 267,600                   | (66,468)    | 201,132     | 4.57                               |
| 2002             | 4,665,021                                    | 264,083                   | (87,300)    | 176,783     | 3.79                               |
| 2003             | 4,399,526                                    | 264,000                   | (94,509)    | 169,491     | 3.85                               |
| 2004             | 4,447,808                                    | 242,375                   | (73,741)    | 168,634     | 3.79                               |
| 2005             | 4,656,884                                    | 218,585                   | 43,364      | 261,949     | 5.62                               |
| 2006             | 4,612,355                                    | 221,819                   | 2,568       | 224,387     | 4.86                               |
| 2007             | 4,644,855                                    | 207,160                   | 110,923     | 318,083     | 6.85                               |
| 2008             | 4,745,316                                    | 265,208                   | 128,779     | 393,987     | 8.30                               |
| 2009             | 4,266,163                                    | 283,273                   | (19,726)    | 263,547     | 6.18                               |
| 2010             | 4,257,744                                    | 299,319                   | (110,438)   | 188,881     | 4.44                               |
| 2011             | 4,283,304                                    | 280,484                   | (114,248)   | 166,236     | 3.88                               |
| 2012             | 4,532,528                                    | 291,946                   | (105,941)   | 186,005     | 4.10                               |
| 2013             | 4,543,407                                    | 258,946                   | (86,746)    | 172,200     | 3.79                               |
| 2014             | 4,628,534                                    | 215,211                   | (8,360)     | 206,851     | 4.47                               |
| 2015             | 4,540,654                                    | 184,022                   | 37,738      | 221,760     | 4.88                               |
| 2016             | 4,618,646                                    | 187,433                   | (25,155)    | 162,278     | 3.51                               |
| 2017             | 4,625,209                                    | 199,425                   | (21,202)    | 178,223     | 3.85                               |
| 2018             | 4,738,691                                    | 197,356                   | 38,339      | 235,695     | 4.97                               |
| 2019             | 4,682,530                                    | 195,757                   | *           | *           | *                                  |
| 2020             | 4,353,601                                    | 187,501                   | *           | *           | *                                  |

Note: The pledges and allowances shown above represent only Tippecanoe County pledges. The columns do not include Out-of-County designated pledges or allowances.