

BERKSHIRE UNITED WAY, INC.
FINANCIAL STATEMENTS
JUNE 30, 2022 WITH COMPARATIVE TOTALS
FOR THE YEAR ENDED JUNE 30, 2021

BERKSHIRE UNITED WAY, INC.
FINANCIAL STATEMENTS

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MeyersBrothersKalicka, P.C.

CERTIFIED PUBLIC ACCOUNTANTS
AND BUSINESS STRATEGISTS

INDEPENDENT AUDITORS' REPORT

To the Board of Directors of
Berkshire United Way, Inc.

Opinion

We have audited the accompanying financial statements of Berkshire United Way, Inc. (a nonprofit "Organization"), which comprise the statement of financial position as of June 30, 2022, and the related statements of activities, cash flows, and functional expenses for the year then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Berkshire United Way, Inc. as of June 30, 2022, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of Berkshire United Way, Inc. and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management 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, and for 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.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about Berkshire United Way, Inc.'s ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

Auditors' Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit 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 Berkshire United Way, Inc.'s internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Berkshire United Way, Inc.'s ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

Report on Summarized Comparative Information

We have previously audited the Berkshire United Way, Inc.'s 2021 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated October 14, 2021. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2021, is consistent, in all material respects, with the audited financial statements from which it has been derived.

Myrae Beecher Holick, P.C.

Holyoke, Massachusetts
October 12, 2022

BERKSHIRE UNITED WAY, INC.

**STATEMENTS OF FINANCIAL POSITION
JUNE 30, 2022 AND 2021**

ASSETS

	<u>2022</u>	<u>2021</u>
Assets		
Cash	\$ 905,398	\$ 1,105,558
Contributions receivable, net	601,842	745,859
Other receivables	4,103	5,702
Prepaid expenses	23,708	15,306
Investments, at market value	3,435,503	3,834,309
Property and equipment, net	<u>29,277</u>	<u>25,980</u>
Total assets	<u>\$ 4,999,831</u>	<u>\$ 5,732,714</u>

LIABILITIES AND NET ASSETS

Liabilities		
Community grants payable	\$ 1,053,607	\$ 1,205,379
Due to designated agencies	80,606	68,848
Accounts payable	18,318	3,563
Accrued expenses	<u>35,061</u>	<u>81,706</u>
Total liabilities	<u>1,187,592</u>	<u>1,359,496</u>
Net assets		
Without donor restrictions		
Undesignated	1,741,203	1,964,129
Board designated reserve	671,000	711,000
Property and equipment	<u>29,277</u>	<u>25,980</u>
Total without donor restrictions	2,441,480	2,701,109
With donor restrictions	<u>1,370,759</u>	<u>1,672,109</u>
Total net assets	<u>3,812,239</u>	<u>4,373,218</u>
Total liabilities and net assets	<u>\$ 4,999,831</u>	<u>\$ 5,732,714</u>

The accompanying notes are an integral part of these financial statements.

BERKSHIRE UNITED WAY, INC.

**STATEMENT OF ACTIVITIES
FOR THE YEAR ENDED JUNE 30, 2022
WITH COMPARATIVE TOTALS FOR 2021**

	2022		2021
	Without Donor Restrictions	With Donor Restrictions	Total
Revenues, gains and other support			
Campaign contributions			
Total campaign amounts raised	\$ 1,903,145	\$ -	\$ 1,903,145
Special event contributions	44,708	-	44,708
Special event income	20,006	-	20,006
In-kind support	10,808	-	10,808
Less: amounts raised on behalf of others	(67,734)	-	(67,734)
Less: (provision) recovery for uncollectible pledges (see Note 2)	43,802	-	43,802
Net campaign contributions	1,954,735	-	1,954,735
Gain on extinguishment of debt - Paycheck Protection Program	-	-	-
COVID-19 ER fund contributions	-	14,548	14,548
Interest and dividend income, net of investment fees	15,533	16,714	32,247
Administrative fees charged on designations	3,944	-	3,944
Grant income	10,000	-	10,000
Other	-	-	-
Realized and unrealized (losses) gains on investments	(267,181)	(228,059)	(495,240)
Released from restrictions (SABIC endowment)	57,370	(57,370)	-
Released from restrictions (Venture Fund)	15,500	(15,500)	-
Released from restrictions (COVID ER fund)	14,548	(14,548)	-
Investment return released for operations	17,135	(17,135)	-
Total revenues, gains and other support	<u>1,821,584</u>	<u>(301,350)</u>	<u>1,520,234</u>
Expenses			
Program services - community investment	1,422,682	-	1,422,682
Supporting services:			
Management and general	177,779	-	177,779
Fundraising (resource development)	480,752	-	480,752
Total expenses	<u>2,081,213</u>	<u>-</u>	<u>2,081,213</u>
Change in net assets	<u>(259,629)</u>	<u>(301,350)</u>	<u>(560,979)</u>
Net assets, beginning of year	<u>2,701,109</u>	<u>1,672,109</u>	<u>4,373,218</u>
Net assets, end of year	<u>\$ 2,441,480</u>	<u>\$ 1,370,759</u>	<u>\$ 3,812,239</u>

The accompanying notes are an integral part of these financial statements.

BERKSHIRE UNITED WAY, INC.

**STATEMENTS OF CASH FLOWS
FOR THE YEARS ENDED JUNE 30, 2022 AND 2021**

	<u>2022</u>	<u>2021</u>
Cash flows from operating activities		
Change in net assets	\$ (560,979)	\$ 626,717
Adjustments to reconcile change in net assets to net cash used in operating activities		
Depreciation	14,702	12,246
Net realized and unrealized loss (gain) on investments	495,240	(656,774)
(Recovery) provision for uncollectible pledges	(43,802)	40,000
Gain on the extinguishment of debt - Paycheck Protection Program	-	(119,000)
Change in operating assets and liabilities:		
Accounts receivable	2,000	-
Contributions receivable	187,819	(227,977)
Grants receivable	-	23,132
Other receivables	(401)	76,985
Prepaid expenses	(8,402)	(6,644)
Community grants payable	(151,772)	69,028
Due to designated agencies	11,758	(10,210)
Accounts payable	14,755	2,020
Accrued expenses	<u>(46,645)</u>	<u>22,177</u>
Net cash used in operating activities	<u>(85,727)</u>	<u>(148,300)</u>
Cash flows from investing activities		
Purchase of property and equipment	(17,999)	(5,698)
Purchase of investments	(858,888)	(864,547)
Proceeds from the sales of investments	<u>762,454</u>	<u>876,522</u>
Net cash (used in) provided by investing activities	<u>(114,433)</u>	<u>6,277</u>
Net decrease in cash and restricted cash	(200,160)	(142,023)
Cash and restricted cash, beginning of year	<u>1,105,558</u>	<u>1,247,581</u>
Cash, end of year	<u><u>\$ 905,398</u></u>	<u><u>\$ 1,105,558</u></u>

The accompanying notes are an integral part of these financial statements.

BERKSHIRE UNITED WAY, INC.

**STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED JUNE 30, 2022**

	Program Services	Supporting Services		Total
	Community Investment	Management and General	Fundraising	
Community impact initiative work and grants	\$ 1,001,045			\$ 1,001,045
COVID-19 ER Fund grants	14,548			14,548
Total grants to other organizations	<u>1,015,593</u>			<u>1,015,593</u>
Salaries and related expenses				
Salaries	245,895	\$ 84,830	\$ 252,984	583,709
Employee benefits	22,777	13,417	42,027	78,221
Payroll taxes	<u>21,151</u>	<u>7,269</u>	<u>21,002</u>	<u>49,422</u>
Total salaries and related expenses	<u>289,823</u>	<u>105,516</u>	<u>316,013</u>	<u>711,352</u>
Support costs				
Contracted services	12,257	40,067	16,913	69,237
Supplies and small equipment	8,168	913	1,263	10,344
Telephone	2,695	879	2,285	5,859
Postage	10	288	2,588	2,886
Occupancy, other than depreciation and rent	7,741	2,438	6,565	16,744
Rent	24,288	7,920	20,592	52,800
Printing and publications	2,761	1,493	3,930	8,184
Advertising	2,200	-	2,274	4,474
Travel	152	2	957	1,111
Conferences, meetings and special events	-	53	45,421	45,474
Conferences, training	695	619	1,617	2,931
Dues and subscriptions	965	569	540	2,074
National and state affiliation dues	16,464	5,369	13,959	35,792
General and liability insurance	3,297	1,075	2,796	7,168
Bank charges	2,087	696	4,123	6,906
Depreciation	6,763	2,205	5,734	14,702
Technology	21,751	5,537	26,076	53,364
In-kind expenses	4,972	1,621	4,215	10,808
Miscellaneous expense	-	519	2,891	3,410
Total support costs	<u>117,266</u>	<u>72,263</u>	<u>164,739</u>	<u>354,268</u>
Total community impact and other expenses	<u>\$ 1,422,682</u>	<u>\$ 177,779</u>	<u>\$ 480,752</u>	<u>\$ 2,081,213</u>

The accompanying notes are an integral part of these financial statements.

BERKSHIRE UNITED WAY, INC.

**STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED JUNE 30, 2021**

	Program Services	Supporting Services	
	Community Investment	Management and General	Fundraising
			Total
Community impact initiative work and grants	\$ 1,163,827		\$ 1,163,827
COVID-19 ER Fund grants	365,441		365,441
Total grants to other organizations	<u>1,529,268</u>		<u>1,529,268</u>
Salaries and related expenses			
Salaries	282,062	\$ 67,473	\$ 267,472
Employee benefits	31,238	6,950	27,611
Payroll taxes	25,423	7,018	25,851
Total salaries and related expenses	<u>338,723</u>	<u>81,441</u>	<u>320,934</u>
Support costs			
Contracted services	11,977	26,230	18,227
Supplies and small equipment	1,523	537	6,222
Telephone	2,624	856	2,224
Postage	4	277	3,133
Occupancy, other than depreciation and rent	7,897	2,571	6,695
Rent	24,288	7,920	20,592
Equipment maintenance	-	-	32
Printing and publications	2,892	1,243	6,105
Advertising	2,756	-	2,756
Travel	-	-	103
Conferences, meetings and special events	-	48	28,330
Conferences, training	56	243	303
Dues and subscriptions	460	1,050	612
National and state affiliation dues	17,388	5,670	14,742
General and liability insurance	3,086	1,006	2,617
Bank charges	2,134	711	3,729
Depreciation	5,633	1,837	4,776
Technology	21,949	5,552	21,919
In-kind expenses	1,004	-	12,479
Miscellaneous expense	-	516	-
Total support costs	<u>105,671</u>	<u>56,267</u>	<u>155,596</u>
Total community impact and other expenses	<u>\$ 1,973,662</u>	<u>\$ 137,708</u>	<u>\$ 2,587,900</u>

The accompanying notes are an integral part of these financial statements.

BERKSHIRE UNITED WAY, INC.

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2022 AND 2021

1. ORGANIZATION:

Berkshire United Way, Inc. (the "Organization") is a nonprofit organization that ignites the collective power of individuals and organizations to build a stronger community together. The Organization raises funds through workplace campaigns, corporate gifts, sponsorships, government and foundation grants and individual donations. The Organization invests these resources in support of three priority community issues: early childhood literacy, positive youth development and economic prosperity. The Organization partners with a variety of nonprofit organizations in Berkshire County and leads several initiatives to address community needs including Pittsfield Promise and the Economic Prosperity Impact Council.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES:

Basis of accounting

The accompanying financial statements have been prepared on the accrual basis of accounting in conformity with accounting principles generally accepted in the United States of America. The statements of financial position present assets and liabilities in order of their relative liquidity.

Net assets

In order to ensure observance of limitations and restrictions placed on the use of the resources available to the Organization, the accompanying financial statements are classified for accounting and reporting purposes into classes of net assets in accordance with the existence or absence of donor-imposed restrictions. Accordingly, net assets and changes therein are classified as follows:

Net assets without donor restrictions - Net assets are not subject to donor-imposed stipulations. Net assets without donor restrictions may be designated for specific purposes by action of the Board of Directors. Designated net assets consist of assets without restrictions designated by the Board for investment purposes.

Net assets with donor restrictions - Net assets subject to donor-imposed stipulations. Some donor-imposed stipulations are temporary in nature, such as those that will be met by the passage of time or other events specified by the donor. Other donor-imposed stipulations are perpetual in nature, where the donor stipulates that they be maintained permanently by the Organization. Generally, the donors of these assets permit the Organization to use all or part of the income earned on any related investments for general or specific purpose. When a restriction expires, 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. Realized and unrealized gains and losses on restricted purpose gifts are reported as net assets with donor restrictions in accordance with donor stipulations and Massachusetts law.

The Board has adopted a reserve policy whereby certain net assets without donor restrictions are board designated in order to establish a means to provide ongoing funding for operations and community programs related to significant operational disruptions for a period of four months. This allows time to develop alternative plans if there is an unanticipated decline in available funds. Additionally, it provides a rational basis by which to determine a target range that is not excessive.

Comparative financial 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 accounting principles generally accepted in the United States of America. Accordingly, such information should be read in conjunction with the Organization's financial statements for the year ended June 30, 2021, from which the summarized information was derived.

BERKSHIRE UNITED WAY, INC.

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2022 AND 2021

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES: (CONTINUED)

Revenue and receivables

Unconditional contributions and grants are recognized as support at the time they are pledged. Grants are presented as restricted support if they are received with donor stipulations that limit the use of the donated assets. When a donor 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. If a restriction is fulfilled in the same period in which the contribution is received, the Organization reports the support as unrestricted. Conditional promises to give represent gifts that depend on the Organization overcoming a donor-imposed barrier to be entitled to the funds. They are not recognized as support until the barrier is substantially met.

The Organization reports campaign contributions net of amounts that are designated by donors to a specific non-profit agency. Donor designated pledges were assessed a processing fee of 9.3% (which includes administrative costs) for the years ended June 30, 2022 and 2021, with a maximum fee of \$200 per donor which is based on historical costs in accordance with United Way Worldwide membership standards.

Campaign contributions can include amounts donated by individuals or companies paid as a pass-through payment to recipient organizations. There were no pass-through funds for the year ended June 30, 2022. Pass-through funds totaled \$20,400 for the year ended June 30, 2021 and they are not reflected in the statements of activities.

Contributions receivable are typically due within one year or less and therefore are recorded without any present value discount. The Organization provides for an allowance for uncollectible contributions and grants receivable based upon historical averages and management's estimates of current economic factors. Accounts are written off against the allowance when management has exhausted all reasonable collection efforts. The allowance for uncollectible contributions receivable was \$25,000 and \$92,831 as of June 30, 2022 and 2021, respectively. The decrease in the estimate of the allowance from 2021 to 2022 resulted in a positive provision (recovery) for uncollectible pledges on the statement of activities for the year ended June 30, 2022. There was no allowance for grants receivable as of June 30, 2022 and 2021.

Investments, including endowments

Investments are recorded at fair value using methodologies discussed in Note 5. Gains and losses that result from market fluctuations are recognized in the period such fluctuations occur. Realized gains and losses resulting from sales or maturities are calculated on a specific identification basis. Investment activity is reported as increases or decreases in net assets without donor restrictions unless their use is restricted by explicit donor stipulation or by law.

Investment securities are exposed to various risks, such as interest rate, market and credit. Due to the level of uncertainty related to changes in interest rates, market volatility and credit risks, it is at least reasonably possible that changes in these risks could materially affect the fair value of investments and related activity reported on the financial statements.

The Organization's investments include donor restricted endowment funds and funds functioning as quasi-endowment funds. Donor restricted endowments consist of gifts received with a donor stipulation that require the funds to be invested in perpetuity. Quasi-endowment funds consist of board designated and donor restricted purpose funds. Board designated funds consist of monies internally designated. Donor restricted purpose funds consist of gifts received with a donor stipulation to be used for a particular purpose, but with no requirement for the funds to be invested in perpetuity and for which a fund was established to function as an endowment.

BERKSHIRE UNITED WAY, INC.

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2022 AND 2021

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES: (CONTINUED)

Investments, including endowments (continued)

Professional accounting standards provide guidance on the net asset classification of donor restricted endowment funds for a not-for-profit organization that is subject to an enacted version of the Massachusetts Uniform Prudent Management of Institutional Funds Act of 2006 (“UPMIFA”) which serves as a model act for states to modernize their laws governing donor restricted endowment funds.

For the Organization’s permanent endowment funds, the Board of Directors (the “Board”) has interpreted UPMIFA, as adopted by the Commonwealth of Massachusetts, as requiring the preservation of the fair value of the original gift as of the gift date of the donor restricted endowment funds absent explicit donor stipulations to the contrary. As a result of this interpretation, the Organization classifies as net assets with donor restrictions in perpetuity, the original value of bequests donated to the permanent endowment.

The remaining portion of the donor restricted endowment fund is also classified as net assets with donor restrictions until those amounts are appropriated for expenditure in a manner consistent with the standard of prudence prescribed by UPMIFA. The Organization considers the following factors in making a determination to appropriate or accumulate donor restricted endowment funds: the duration and preservation of the funds, the purpose of the Organization and the donor restricted endowment funds, general economic conditions, the possible effect of inflation and deflation, the expected total return from income and the appreciation of investments, other resources of the Organization, and the investment policies of the Organization.

The Organization’s general endowment spending policy is calculated as up to 4.5% of its endowment fund's average fair value as of June 30th of the preceding three years in which the distribution was planned for. In fiscal years 2022 and 2021, this amounted to \$17,135 and \$17,600, respectively, which was used by the Organization. In establishing this policy, the Organization considered the long-term expected return on its investment assets, the nature and duration of the individual endowment funds, many of which must be maintained in perpetuity because of donor-restrictions, and the possible effects of inflation. The Organization expects the current spending policy to allow its endowment funds to grow annually. This is consistent with the Organization's objective to maintain the purchasing power of the endowment assets as well as to provide additional real growth through new gifts and investment return. Although not required by state law, the same spending policy is followed for investment funds without restrictions.

Outside of the general endowment spending policy, the Organization’s spending policy specific to the SABIC endowment is calculated as up to ten percent of the corpus of the fund plus earnings annually. In fiscal years 2022 and 2021, this amounted to \$57,370 and \$115,194, respectively. Additionally, the Venture fund is purpose restricted and can be drawn down in any amount as approved by the board for qualifying expenses. In fiscal years 2022 and 2021, this amounted to \$15,500 and \$30,000, respectively.

Recent accounting standards

In February 2016, the FASB issued ASU No. 2016-02, *Leases*. As part of this new standard, there are significant changes that call for the treatment of current operating leases as capital leases, resulting in recognition by the lessee (the Organization) of a lease liability and a corresponding right-of-use asset. The lessor will recognize an asset representing its right to receive payments. The Organization is not required to apply the new standard until years beginning after December 30, 2021 (for the fiscal year ending June 30, 2023). In preparation of this standard, management will be reviewing and evaluating all leases, review its capitalization policy, and assess the potential impact on any related financial covenants required by the Organization financing arrangements.

BERKSHIRE UNITED WAY, INC.

**NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2022 AND 2021**

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES: (CONTINUED)

Property and equipment, net

Property and equipment are carried at cost less accumulated depreciation. The Organization capitalizes expenditures for equipment in excess of \$2,500. The fair value of donated equipment is similarly capitalized. Depreciation is calculated based on the estimated useful lives of the respective assets using the straight-line method. The estimated useful lives of buildings and improvements is from seven to twenty years and the lives of furniture and equipment is from three to ten years.

When assets are retired or otherwise disposed of, the cost and related accumulated depreciation are removed from the accounts and any resulting gain or loss is credited or charged to operations for the period. The cost of maintenance and repairs is charged to operations as incurred; significant renewals and betterments are capitalized. The Organization evaluated the carrying value of its property and equipment and no impairment was recorded.

Depreciation expense was \$14,702 and \$12,246 for the years ended June 30, 2022 and 2021, respectively.

Community grants payable

Community impact grants are awarded to agencies for specific programs for one or two years and are contingent on satisfactory program performance, contract compliance, and available dollars. The grants are recommended by staff, community volunteers and approved by the board of directors. These expenses are recorded prior to fiscal year end and monthly distributions will be made in the subsequent fiscal year.

Due to designated agencies

Contributions that are designated to a specific third-party beneficiary are recorded as a liability at the time that the contribution is received. These pledges are paid to designated agencies, as received, with payments issued at least twice per year. The Organization received donor designations to outside parties of \$80,606 and \$68,848 for the years ended June 30, 2022 and 2021, respectively. The Organization wrote off \$12,872 and \$17,836, respectively of designation pledges received in prior campaign years that were deemed uncollectible. This resulted in net designations on the statements of activities of \$67,734 and \$51,012, respectively.

In-kind contributions and contributed services

In-kind contributions are reflected as contributions at their fair value at date of donation and are reported as unrestricted support unless explicit donor stipulations specify how donated assets must be used. The Organization benefited from donated supplies, special event related items, and staff labor valued in the amounts of \$10,808 and \$13,482 during the years ended June 30, 2022 and 2021, respectively.

In-Kind Contributions consist of the following at June 30:

	2022	2021
Gift cards	\$ 1,000	\$ 1,000
Labor & equipment for community projects	3,500	2,200
Rental Space	1,500	2,000
Supplies	-	2,000
Hotel Room	-	2,125
Advertising/sponsorships	4,508	3,508
Other	300	649
Total financial assets available for general expenditure	<u>\$ 10,808</u>	<u>\$ 13,482</u>

BERKSHIRE UNITED WAY, INC.

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2022 AND 2021

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES: (CONTINUED)

In-kind contributions and contributed services (continued)

The Organization pays for most services requiring specific expertise. However, many individuals volunteer their time and perform a variety of tasks that assist the Organization. Approximately 4,000 and 5,000 volunteer hours were contributed, including approximately 110 and 410 hours by volunteers from local companies participating in the Organization's annual campaign during the years ended June 30, 2022 and 2021, respectively. The value of the volunteer hours has not been recorded in the statement of activities.

Functional allocation of expenses

The cost of providing the various programs and activities has been summarized on a functional basis in the statement of activities. The statements of functional expenses present the natural classification detail of expenses by function. Accordingly, certain building costs have been allocated among the programs and supporting services benefited. This allocation is based on the full time equivalent of employees in each respective department. The remaining expenses are direct or allocated based on time spent in each function.

Advertising

The Organization charges advertising costs to expense as incurred which amounted to \$4,474 and \$5,512 for the years ended June 30, 2022 and 2021, respectively.

Tax-exempt status

The Organization is exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code and, accordingly, no provision for federal or state income taxes has been made.

Uncertain tax positions

Management has evaluated significant tax positions against the criteria established by professional standards and believes there are no such tax positions requiring accounting recognition. The Organization's tax returns are subject to examination by taxing authorities for all years ending on or after June 30, 2019.

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 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.

3. LIQUIDITY AND AVAILABILITY OF RESOURCES:

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 the following:

Financial assets at June 30:

	2022	2021
Cash	\$ 905,398	\$ 1,105,558
Contributions receivable, net	601,842	745,859
Other receivables	4,103	5,702
Annual spending policy distribution	17,135	17,600
Total financial assets available for general expenditure	<u>\$ 1,528,478</u>	<u>\$ 1,874,719</u>

BERKSHIRE UNITED WAY, INC.

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2022 AND 2021

3. LIQUIDITY AND AVAILABILITY OF RESOURCES: (CONTINUED)

Berkshire United Way, Inc. manages its liquidity by developing and adopting annual operating budgets that are designed to provide sufficient funds for general expenditures and allow the Organization to satisfy its liabilities and other obligations as they become due. Berkshire United Way, Inc. maintains financial assets on hand to meet approximately four months of normal operating expenses. The Organization has Board Designated endowments available for use throughout the fiscal year (approximately \$2,043,000 and \$2,156,000 at June 30, 2022 and 2021, respectively). The spending policy is detailed in Note 2. The Organization also has a line of credit in the amount of \$300,000, which it could draw upon in the event of an unanticipated liquidity need. The available balance on the line was \$300,000 at June 30, 2022 and 2021.

4. INVESTMENTS:

The Board of Directors of the Organization, as the governing Board, is responsible for oversight of the Organization's investments. Establishment and implementation of investment policy, including the establishment of investment guidelines and the selection of investment managers, is the Board of Directors' responsibility. Investments authorized include marketable equity and debt securities and other types of investments that may be made with the prior approval of the Board of Directors.

The primary investment objective of the investment portfolio is growth of principal sufficient to preserve purchasing power and to provide income to support current and future activities of the Organization. Long term, the total return on the portfolio should equal the rate of inflation, plus the payout rate which is used to support current activities, plus an amount reinvested to support future activities.

From time to time, the fair value of assets associated with individual donor restricted endowment funds may fall below the level that the donor requires to be retained for perpetual funds. The historic gift value of donor restricted endowment funds cannot be reduced for any excess losses. Any excess losses shall reduce net assets with donor restrictions. As of June 30, 2022 and 2021, there were no cumulative losses on the investments of donor restricted endowment funds.

Investments at June 30, 2022 consist of:

	Cost	Fair Value	Unrealized Gain/(Loss)
Cash and equivalents	\$ 414,207	\$ 414,207	\$ -
Fixed income	416,629	393,509	(23,120)
Corporate bonds	219,210	210,691	(8,519)
Government bonds	92,338	88,891	(3,447)
Common stocks	700,685	984,690	284,005
Equity funds	630,784	772,602	141,818
Real estate investment trust	6,815	10,171	3,356
Mutual funds	104,364	89,016	(15,348)
Exchange traded products	492,371	471,726	(20,645)
Total investments	\$ 3,077,403	\$ 3,435,503	\$ 358,100

BERKSHIRE UNITED WAY, INC.

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2022 AND 2021

4. INVESTMENTS: (CONTINUED)

Investments at June 30, 2021 consist of:

	<u>Cost</u>	<u>Fair Value</u>	<u>Unrealized Gain/(Loss)</u>
Cash and equivalents	\$ 131,988	\$ 131,988	\$ -
Fixed income	420,039	434,776	14,737
Corporate bonds	422,816	445,495	22,679
Government bonds	93,476	95,143	1,667
Common stocks	652,527	1,108,651	456,124
Equity funds	717,135	1,061,721	344,586
Real estate investment trust	20,205	29,088	8,883
Mutual funds	88,889	127,345	38,456
Exchange traded products	358,616	400,102	41,486
Total investments	\$ <u>2,905,691</u>	\$ <u>3,834,309</u>	\$ <u>928,618</u>

The Organization's bonds were rated as follows as of June 30, 2022 and 2021:

	<u>2022</u>	<u>2021</u>
AAA	\$ 24,918	\$ 54,296
AA	88,891	172,171
A+	-	21,742
A	138,064	134,995
A-	-	28,136
BAA	23,627	-
BBB+	-	30,513
BBB	24,082	98,785
Total	\$ <u>299,582</u>	\$ <u>540,638</u>

The following schedule summarizes the investment return in the statement of activities for the years ended June 30, 2022 and 2021:

	<u>2022</u>	<u>2021</u>
Interest and dividends	\$ 67,445	\$ 59,503
Less: fees and other costs	(35,198)	(32,457)
Unrealized (losses) gains	(570,518)	593,574
Realized gains	75,278	63,200
Total	\$ <u>(462,993)</u>	\$ <u>683,820</u>

BERKSHIRE UNITED WAY, INC.

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2022 AND 2021

5. FAIR VALUE MEASUREMENTS:

The Organization follows established guidelines for a fair value hierarchy that prioritizes the inputs used to measure fair value. An asset or liability's classification within the hierarchy is determined based on the lowest level input that is significant to the fair value measurement. This hierarchy prioritizes the inputs into three broad levels as follows:

- Level 1 Quoted prices (unadjusted) in active markets for identical assets or liabilities. Market price is generally obtained from exchange or dealer markets.
- Level 2 Inputs other than Level 1 that are observable, either directly or indirectly, such as quoted prices for similar assets or liabilities; quoted prices in markets that are not active; or other inputs that are observable or can be corroborated by observable market data for substantially the full term of the assets or liabilities. Inputs are obtained from various sources including market participants, dealers and brokers.
- Level 3 Unobservable inputs that are supported by little or no market activity as they trade infrequently or not at all and that are significant to the fair value of the assets or liabilities.

Investments are reported at fair value based on quoted market prices, where available, and/or other market data for the same or comparable instruments and transactions in establishing the prices. Fixed income funds are valued at the closing price reported in the active market in which the bond is traded. All of the Organization's investments qualify as Level 1. (See Note 4).

6. ENDOWMENTS:

Endowment by net asset class and type at June 30, 2022 and 2021 consists of:

	Net Assets with Donor Restrictions		
	Time or Purpose Restricted	Restricted in Perpetuity	Total
June 30, 2022			
Donor restricted endowment funds	\$ <u>1,061,956</u>	\$ <u>308,803</u>	\$ <u>1,370,759</u>
June 30, 2021			
Donor restricted endowment funds	\$ <u>1,363,306</u>	\$ <u>308,803</u>	\$ <u>1,672,109</u>

BERKSHIRE UNITED WAY, INC.

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2022 AND 2021

6. ENDOWMENTS: (CONTINUED)

The following schedule reconciles the change in endowments by net asset class for the years ended June 30, 2022 and 2021:

	Net Assets with Donor Restrictions		
	Time or Purpose Restricted	Restricted in Perpetuity	Total
Endowment investments - June 30, 2020	\$ 1,041,801	\$ 486,288	\$ 1,528,089
Donor funds reclassified	177,485	(177,485)	-
Realized and unrealized gains	292,624	-	292,624
Interest and dividends, net	14,190	-	14,190
Distributions (SABIC)	(115,194)	-	(115,194)
Distributions (Venture)	(30,000)	-	(30,000)
Spending policy distribution	(17,600)	-	(17,600)
Endowment investments - June 30, 2021	1,363,306	308,803	1,672,109
Realized and unrealized losses	(228,059)	-	(228,059)
Interest and dividends, net	16,714	-	16,714
Distributions (SABIC)	(57,370)	-	(57,370)
Distributions (Venture)	(15,500)	-	(15,500)
Spending policy distribution	(17,135)	-	(17,135)
Endowment investments - June 30, 2022	\$ 1,061,956	\$ 308,803	\$ 1,370,759

7. PROPERTY AND EQUIPMENT:

The Organization's property and equipment consists of the following as of June 30:

	2022	2021
Office improvements	\$ 64,877	\$ 64,877
Furniture and equipment	298,821	280,822
	363,698	345,699
Less: accumulated depreciation	(334,421)	(319,719)
Property and equipment, net	\$ 29,277	\$ 25,980

8. LINE OF CREDIT:

The Organization has a line of credit agreement with a local bank. The maximum amount available on the line of credit is \$300,000 which is due on demand. The line of credit is subject to annual renewal in June and secured by the property owned by the Organization and the unrestricted investment accounts. The line was renewed to May 31, 2023. The interest rate is the New York Prime Rate as published in the Wall Street Journal (4.25% and 3.25% at June 30, 2022 and 2021, respectively) with an interest rate floor of 2%. There was no outstanding balance against the line of credit at June 30, 2022 and 2021.

BERKSHIRE UNITED WAY, INC.

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2022 AND 2021

9. OPERATING LEASE:

The Organization leases their office space under a non-cancelable operating lease with payments of \$4,400 due through June 2025. Rent expense for this office space totaled \$52,800 for the years ended June 30, 2022 and 2021. The Organization also leases office equipment with expenses totaling \$2,615 and \$3,490 for the years ended June 30, 2022 and 2021, respectively.

The following is a schedule of future minimum lease payments required under operating leases as of June 30:

<u>June 30,</u>		
2023	\$	55,415
2024		55,415
2025		55,415
2026		1,961
Total required minimum lease payments	\$	<u>168,206</u>

10. NET ASSETS WITH DONOR RESTRICTIONS:

Net assets with time/purpose donor restrictions are summarized as follows at June 30:

	<u>2022</u>	<u>2021</u>
SABIC endowment	\$ 742,845	\$ 920,389
Venture fund	284,400	340,994
Accumulated earnings on endowments restricted in perpetuity	34,711	101,923
	<u>\$ 1,061,956</u>	<u>\$ 1,363,306</u>

Net assets with donor restrictions in perpetuity are summarized as follows at June 30:

	<u>2022</u>	<u>2021</u>
Ruth P. Boraski – Children’s programs	\$ 211,378	\$ 211,378
General endowment	35,000	35,000
GE Good Neighbor – Community programs	62,425	62,425
	<u>308,803</u>	<u>308,803</u>
Total donor restricted net assets	<u>\$ 1,370,759</u>	<u>\$ 1,672,109</u>

BERKSHIRE UNITED WAY, INC.

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2022 AND 2021

11. NET ASSETS RELEASED FROM RESTRICTIONS:

The net assets with donor restrictions released from restrictions in 2022 related to the following:

COVID-19 Emergency Response Fund	\$	<u>14,548</u>
SABIC endowment - (up to 10% corpus)	\$	41,265
- (earnings)		<u>16,105</u>
	\$	<u>57,370</u>
Venture Fund draw	\$	<u>15,500</u>
Spending policy distributions on other endowments	\$	<u>17,135</u>

12. RETIREMENT PLAN:

The Organization maintains a 403(b) Plan (the "Plan") for eligible employees. Employees are able to make salary reduction contributions upon hire. Employees are eligible for matching and base contributions from the Organization upon reaching age twenty-one and achieving one year of service (1,000 hours of service). The Organization's contribution to the Plan was \$9,629 and \$30,862 for the years ended June 30, 2022 and 2021, respectively.

13. RELATED PARTY TRANSACTIONS:

The Organization recorded grants to various agencies who had affiliations with members of the board of directors and Berkshire United Way staff, totaling approximately \$283,000 and \$140,000 for the years ended June 30, 2022 and 2021, respectively.

14. CONTINGENCIES:

Disallowed claims

Amounts received from grantor agencies are subject to audit and adjustment by grantor agencies. Any disallowed claims, including amounts already collected, may constitute a liability of the applicable funds requiring repayment to the funding source. As of the date of these financial statements, the Organization has not been informed of any disallowed expenditures.

Coronavirus

The 2019 novel coronavirus ("COVID-19") has adversely affected and may continue to adversely affect the economic activity globally, nationally and locally. While the Organization's operations did not halt, these economic conditions and other effects of the COVID-19 pandemic may, in the future, adversely affect the Organization. The extent of any financial impact on the Organization's operations will depend on future developments, including the duration of the pandemic, business interruption, and any related governmental or other regulatory actions, which cannot be predicted at this time.

BERKSHIRE UNITED WAY, INC.

**NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2022 AND 2021**

15. CONCENTRATIONS OF CREDIT RISK:

The Organization maintains its cash balance in local financial institutions. These balances are insured by the Federal Deposit Insurance Corporation ("FDIC") up to \$250,000. At various times during the period, the cash balances may exceed the insured amounts. The Organization has not experienced any losses on these accounts and monitors the credit-worthiness of the financial institutions with which it conducts business. The Organization believes it is not exposed to any significant credit risk with respect to its cash balances.

Campaign contributions from one foundation accounted for 18% and 13% of total campaign contributions for the years ended June 30, 2022 and 2021, respectively.

Contributions receivable from one company accounted for 14% of total contributions receivable as of June 30, 2022. Contributions receivable from two companies and one individual accounted for 47% of total contributions receivable as of June 30, 2021.

16. SUBSEQUENT EVENTS:

Management has evaluated subsequent events through October 12, 2022, the date of which the financial statements were available to be issued.